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# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

AUGUST 1, 1943



*Viburnum Acerifolium*

**What's Ahead for the Nurseryman ?  
A. A. N. Heads Look Toward Future  
Landscape Business in Wartime  
Favorites of the Phlox Family**

## Editorial

### WHAT ARE YOUR FIGURES?

Ten men, all identified with the nursery industry, were gathered around the table at the recent meeting of the executive committee of the American Association of Nurserymen, when the topic of prices was raised.

The executive secretary carefully pointed out that federal legislation made it undesirable, if not risky, for an association to disseminate to its members advice or data with regard to the prices they should charge.

But it was agreed that information as to costs was a legitimate concern, and undoubtedly if nurserymen were better posted as to what plants cost to grow and to sell, they would arrive at their sales prices more intelligently.

Somewhere in the discussion one nurseryman challenged another to indicate what proportion of the total cost of nursery stock consisted of the labor involved in its production. The upshot was that each of the ten men was asked to put on a slip of paper, without consulting the others, his estimate of the figure. Because of the different branches of the industry represented, the estimates of the ten men varied all the way from forty to seventy per cent. The average was fifty-five per cent.

Then each of the ten was asked to jot down his estimate as to what the percentage of the total cost constituted supplies, including packing materials, insecticides, fertilizers, hand tools, seeds and liners. The estimates ranged from five to twenty per cent, the average being approximately fifteen per cent.

Then the percentage of cost constituted by overhead charges, including selling, office and delivery costs, depreciation of trucks and other equipment, rent, insurance and the like, was considered. The estimates ranged from twenty to sixty per cent, the average being about thirty per cent.

These figures were estimates, made on the spur of the moment, and reflect only a general idea as to costs. But every man around the table who operates a nursery business made a note to check with his bookkeeper when he reached home to see just what his figures actually are.

Then, by comparing the prices

## The Mirror of the Trade

for supplies, labor and other expenses paid the past season with those paid in preceding years, it is possible to determine how much costs have risen, and what items are responsible chiefly for the increase. And that is more important than the preliminary question.

This incident is reported so that you might put yourself in the place of one of those men, make your guess and then check with your bookkeeper. We'll bet you will find the information interesting when you get the figures.

### OUTLOOK FOR PRICES.

Realization of the higher costs of producing nursery stock has created a twofold question in the minds of nurserymen. One relates to the season ahead and the prospect for higher prices to cover such costs. The other is whether prices two or three years hence, particularly after the war, will yield a profit if stock is lined out in the field at current high wage rates.

The answer to the former question is found in the unanimous recognition by those in the industry that prices must be raised if one is to continue in business. That is supported by the strong public demand, which already has had a pronounced effect on the prices of fruit trees and berry plants. Extreme shortages of these items, as well as of roses and some other ornamentals, forecast better prices. Specimen trees, particularly with heavy balls, are not likely to be in demand because of the labor involved in handling them. But smaller sizes, and especially mail-order grades, of ornamentals are expected to be in strong demand again another season. It is doubtful if the drain on such stocks the past spring is yet apparent except to those who have the widest contacts in the field.

As to postwar prices, the anticipation of continued interest in home orchards and a possible increase in the planting of commercial orchards when farm labor is more abundant would seem to augur no letup in the demand for fruit stocks. Heavier demand may be expected for ornamentals if the great amount of home building develops after the war according to anticipation. Government projects in highway development, reforestation and erosion control will likewise create a call for the categories of nursery merchandise used for such purposes.

Postwar planning by private industry as well as by the government is already being undertaken to avoid the possibility of widespread unemployment and business depression. Current sharp curtailment of many lines of consumer goods and a pent-up store of savings in government bonds and in bank accounts would seem to provide ample base for a high rate of industrial activity in the years following the close of hostilities.

There is every reason for strenuous effort on the part of private enterprise and the government to maintain such high rate of industrial activity. Only on a national income approximating that of prosperous years can the government raise the taxes necessary to support the ordinary operations of government, coupled with the interest on the national debt following the war. On a national debt of approximately \$300,000,000,000 the government will need to raise from \$6,000,000,000 to \$8,000,000,000 annually to pay interest. From \$9,000,000,000 to \$12,000,000,000 is the minimum needed to carry on ordinary government activities. Taxes amounting to \$15,000,000,000 to \$20,000,000,000 can only be raised in peacetime if the country is prosperous. It would obviously be impossible to meet any such figure if a depression income of \$45,000,000,000 to \$60,000,000,000 represented the country's income, as in the middle 1930's. To avoid any such prospect, moderate inflation might be permitted to develop, raising the country's dollar income if not its actual income.

In either event—high industrial activity or moderate inflation—the price structure of the country will remain on a high level in the postwar era. It seems likely, therefore, that nursery stock will bring sales prices commensurate with present high labor costs.

Hence nursery stock, especially slow-growing items and better grades of material, for which the public is accustomed to pay good prices, should be the best hedge against inflation. For this reason, as well as to be prepared to play an adequate part in the maintenance of the postwar economy, the nurseryman would be wiser to show courage in his plantings now. The above observations on the price structure of the future would indicate, also, that he would profit by so doing.

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*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

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With small fruits the picture is still less encouraging. Several unfavorable factors have contributed to this condition, the most serious of which was the labor shortage. Growers could not make up their normal supply of grape and blackberry cuttings, prepare lining-out stock or finish the planting without help. Another serious handicap was excessively rainy weather during the planting season, a condition which existed all over the country. Much of the stock was planted so late that results will be poor. Many fields that were planted to small fruits had to be abandoned because the weeds grew too rank to be cleaned out. When the time comes to tip blackcaps, boysenberries, dewberries, etc., it is doubtful if enough labor will be available to get the job done, and of course the labor shortage will enter into the picture again when harvest time rolls around.

It appears that there will be an ample supply of landscape sizes of shrubs, shade trees and evergreens. The demand fell off sharply last season, so that there was a fairly large carry-over. Nearly all nurserymen report that they reduced their plantings of ornamental stock in favor of food crops. If a shortage of landscape material develops, it probably will be another year or two before it becomes apparent.

One nurseryman remarked recently, "I think that the average homeowner overplanted on fruit

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Mail-order nurserymen are anticipating a big demand for both fruit and ornamental stock. They are

backing up this belief by placing orders early for items that are short in their assortment. So nearly sold out are some of the small-fruit plant growers that they hesitate to book any more orders until they get their stock dug next fall and can see how they are coming out. Rose growers are not at all concerned about disposing of their stocks. One large grower announced recently that he would not book any more orders except from regular customers.

In the light of all the evidence, it appears reasonable to conclude that there will be a market for all the fruit trees, fruit plants and roses that are available, and a good demand for mail-order and cash-and-carry sizes of ornamental stock.

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What appears to be only a small advance in the wholesale price might necessitate a big jump in the retail price. To illustrate: Suppose a certain tree cost 50 cents last spring. A mail-order nurseryman buying the tree priced it in his catalogue at \$2. Now the wholesale nurseryman has decided to charge 75 cents for the same sized tree. Twenty-five cents does not seem so much of an increase, but the catalogue man will have to raise his price to \$3. He will wonder what effect that \$1 raise will have on his sales, and he may decide to drop the item from his catalogue rather than run the risk. Naturally the nurseryman wants to get just as much for his stock as

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he can, but in pricing it he should keep in mind the effect the price will have on his customer. The price might be so high he would not buy it at all. After all, there are many items in the nurseryman's list that are not necessities. It is a well established principle in economics that the highest price is not always the most profitable. Price it low enough to sell a lot has worked well for Henry Ford, remember.

#### ROSE SITUATION AT TYLER.

The area surrounding Tyler, Tex., is one of the most concentrated rose-bush-producing areas in America. Hundreds of growers produce millions of bushes annually. For more than thirty years Tyler has been an important factor in the wholesale rose trade. Large handlers of rose-bushes always make it their business to acquaint themselves with the supply of roses in this area for its probable effect on the market. Many nurserymen depend upon Tyler for their entire supply of roses.

Last winter the army began the construction of Camp Fannin near Tyler. It covers 16,000 acres, and the site chosen is in the heart of the rose-producing section northeast of Tyler. It is estimated that from two to four million roses that would have been harvested next fall have been destroyed by the construction of Camp Fannin. Probably an equal number of understocks that would have been budded this summer were likewise destroyed. Accurate figures are not available, but some growers estimate that the number of roses destroyed represents from one-fifth to one-fourth of this year's crop.

The only land bought outright by the government for the camp was that on which barracks and warehouses are being constructed. The remainder of the area is under lease for an indefinite period. So far only a few of the growers whose land was taken over have realized anything for their roses and the prices paid were low. The highest price that seems to have been paid is 3 cents, but practically nothing was paid for understocks. Besides being put out of the rose business for at least two years, many growers whose land was not purchased, but only leased, will not realize enough revenue from their land to pay rent on another farm.

It is evident that the supply of roses at Tyler next year will be far

Report of a nurseryman from firsthand information gathered recently when he spent four days talking to growers at Tyler.

below normal. In addition to the reduction caused by the construction of Camp Fannin, there will be a further marked reduction on account of the smaller supply of understocks to be budded this summer. Shortage of labor prevented the making up and planting of the usual number of cuttings, and the stand of those planted is relatively poor. The weather was too dry during the planting period, and there may have been some winter injury to the wood before the cuttings were made.

Naturally, the growers who have roses this year are asking more money for them. Some growers have doubled last year's prices and are not anxious to sell, apparently hoping for still higher prices.

There is one cheerful note in the rose situation at Tyler; the plants were never better. They are making



F. C. Boyd.

a good growth and branching well, and the foliage is in excellent condition in spite of excessive rains. The better growers are following cultural practices that are resulting in the finest roses ever produced at Tyler. The dieback disease of the canes and the black-spot disease of the foliage has been brought under control by the use of copper-sulphur dust developed by the United States Department of Agriculture experiment station at Tyler. This station is now conducting experiments on the best methods of fertilizing roses.

#### CANCEL TREE CONFERENCE.

The executive committee of the National Shade Tree Conference has canceled the annual convention for 1943, in response to the request of the Office of Defense Transportation.

Realizing that in such times as these members need their organization more than at any other time, the committee plans continued service through encouragement of regional meetings, the publication of the annual proceedings, with official reports

and a number of invitational papers on current problems, and the continuation of Arborists' News.

#### OKLAHOMA CANCELS.

At a meeting at the home of N. D. Woods, Oklahoma City, president of the Oklahoma State Nurserymen's Association, the executive committee voted unanimously to cancel the summer meeting, decision as to which was left in the committee's hands by a vote of the members at the last winter meeting.

To save extra traveling by those members who wish to attend other state meetings early in January, it was voted to hold the next winter meeting January 7 and 8, 1944.

Besides President Woods, the following were present at the executive committee meeting: J. Frank Sneed, C. Y. Higdon, W. D. Kenyon, C. E. Garee and Leo Conard, secretary-treasurer.

#### TENNESSEE MEETING OFF.

When the hotel manager found he could not provide accommodations, notice was sent to members of the Tennessee Nurserymen's Association that the day's gathering planned at Monteagle, July 27, had been called off for the present time. In the notice, sent out by F. C. Boyd, president of the association, he expressed the belief that the nurserymen of the state should get together for discussion of current problems and invited suggestions as to a meeting place and date.

#### F. C. BOYD.

The president of the Tennessee Nurserymen's Association, Fernando C. Boyd, McMinnville, is with his brother, J. R. Boyd, among those longest engaged in the nursery business in Warren county.

Mr. Boyd was born on the mountain in Sequatchie county, Tennessee, and received his early schooling in a one-room log schoolhouse known as Cagle on the mountain. His father, the late J. H. H. Boyd, was also a nurseryman, beginning his career by gathering seeds from native plants and shipping them to various sections of the country and to other parts of the world. J. H. H. Boyd founded the Forest Nursery Co. in 1887, and his two sons continued together in it for many years.

Approximately ten years ago F. C. Boyd sold his interest in the Forest Nursery Co. and organized the Boyd Nursery Co., which he operates with his sons, Tallman, J. Austin, Henry N. and Robert W. Boyd.



## A. A. N. Heads Look Toward Future

With a gratifying record of accomplishment in assisting members with their wartime problems, the American Association of Nurserymen formulated a program for the future by action of the executive committee at Washington, D. C., July 12 to 14, of which preliminary report appeared in the preceding issue.

The message of President Frank S. LaBar, published in that issue, revealed that he and other officers of the association had been giving thought to the postwar outlook insofar as it affected nurserymen. This industry, like all others, must be in a position to make the maximum contribution to high levels of employment and production after the war. When millions of persons are released from the armed services and from the manufacture of munitions and war supplies, they must either be absorbed by the civilian economy in peacetime jobs or else another period of boondoggling will ensue.

Some leaders in the industry see a tremendous demand for nursery stock after the war, when a great housing shortage will be made up, when highway and park development will be resumed, when reforestation and erosion-control activities will receive attention and when orchard plantings may be stimulated.

If nurserymen do not have adequate supplies of stock at that time they may be unable to prevent the extensive use of collected material, the reestablishment of federal and state nurseries and the reflection on the industry for inadequate preparation for its proper function in the civilian economy.

Hence association proposals include an analysis of the postwar market, a survey of the anticipated supply situation, consideration of government contracts in their various aspects and organization of the membership to consider postwar problems and to formulate a program of activity on national, state, county and community levels. The preparation of this program and its execution by nurserymen in their respective spheres throughout the country will determine whether the industry may go forward, taking advantage of its promised opportunities in the postwar era, or whether through inadequate planning and planting for the future it will permit others to divert a considerable share of the prospective business.

For the more immediate future,

promotional activities were considered. The secretary was instructed to proceed with the preparation of a booklet, "Nut Trees for the Home," for distribution by members at cost, similar in form to the several booklets already prepared on other subjects. Another project was the possible preparation of a brochure on memorial trees and plantings, for distribution to the public through members and state associations. There is felt to be possible a considerable development in this direction if the attention of civic bodies and organizations is obtained.

The subject of consumer relations, consumer complaints and public good will was discussed at length, in consequence of the articles by Dr. H. B. Tukey and the editor in the May 15 issue of the *American Nurseryman*. The editor was present to offer practical suggestions on how the association might handle complaints in regard to nursery stock, without cumbersome or expensive machinery, so that the good will of the public would be secured through the knowledge that a body of reputable nurserymen was interested in the consumer's satisfaction and proper treatment. The executive committee approved of the establishment of a public relations bureau to serve as a clearing house for complaints registered by consumers of nursery products. A cumulative file of such complaints will be maintained. Complaints will be called to the attention of the concerns involved. As experience develops over a period of years, case histories of complaints will point out consistent violators of trade ethics and sound merchandising practices.

### Committee Changes.

With few changes the standing committee appointments were continued for the following year, as the officers are to remain the same until the next convention of members. The committee on trade barriers was discontinued on the chairman's request, because the objectives of the committee have been largely achieved, and Lee McClain received the full thanks of the committee for the six years of service he had devoted to this end. What still remains to be accomplished in this field is transferred to the executive committee.

The national and service command camouflage committees were discon-

tinued, because the cooperation of the association with the United States army engineers in this field of activity has decreased along with the completion of protective concealment installations.

Since requests had been received from members for review of rose grades, an advisory subcommittee of the horticultural standards committee was appointed on this subject, including Charles Howard, Hemet, Cal.; E. Dering, Scappoose, Ore.; Charles S. Burr, Manchester, Conn.; Robert Pyle, West Grove, Pa., and George F. Verhalen, Scottsville, Tex.

Because demands on the executive committee by individual member firms for financial assistance in court and before regulatory government agencies are on the increase, now that the association has a favorable financial position, and because such demands might constitute an excessive drain on the funds of the association, the executive committee adopted a definite policy as a guide to the consideration of all such requests, in order to protect the organization's financial position. The policy declaration includes that all future nonbudgeted expenditures by the association must be extended only for matters of national importance to its members; that nonbudgeted expenditures will not be considered by the executive committee unless such purpose and expenditures have been agreed upon in advance by the committee, and finally, that in all cases where association funds are used the committee reserves the right to control the manner in which said funds are spent.

SOME crude rubber has been released for the manufacture of budding strips, which may be available later this year. Experiments with synthetic rubber are going on to see how this material can be prepared so as to stand up under outdoor conditions like the bud ties from crude rubber.

GENERALLY improved business during the past year, in spite of nurserymen's handicaps, is indicated by the increase of about eight per cent in dues paid by A. A. N. members, based on their volume of business. Dues paid by some member firms indicated an increase of as much as fifty per cent in their volume of business, while a few fell below the preceding year.

# What's New in War Control Orders

## LUMBER FOR THE FARM.

Nurserymen who can qualify as farmers because they raise livestock or poultry may find help in obtaining lumber by reason of directive 26 of the War Production Board, issued June 15, which delegates authority to the war food administrator to assign preference ratings to farmers so that they may obtain softwood lumber for essential agricultural needs. Just how the preference ratings will be applied or assigned is not known, but your local lumber dealer may find this directive useful in getting supplies for you.

## BOX LUMBER SCARCE.

Lumber for boxing and crating is likely to continue in short supply because of the increased demand caused by the fact that Lieut. Gen. Brehon Somervell, commanding general of the army service forces, recently ordered all shipments overseas to the armed forces crated in wood because of its greater durability and resistance to salt air. This year's requirements of boxing and crating woods run to nearly 11,000,000,000 board feet, whereas in 1940 the total consumption in the country for this type of wood was only 4,333,333,000 board feet.

Over-all lumber production is moving at a rate sufficient to meet 1943 war and civilian demands, now estimated at 31,368,000,000 board feet, though the safety margin is narrow. Last year lumber consumption totaled 42,000,000,000 board feet and production barely topped 35,000,000,000 board feet, the difference being made up from stocks on hand and imports, the latter totaling only about 1,500,000,000 board feet. Shortage not only of loggers, but also of workers in the yards and mills, is largely responsible.

## BURLAP BAGS.

The fortunes of war have eased the situation in burlap, because shipments of the new material can now be brought from Calcutta, India.

The War Production Board July 17 lifted the embargo covering the export of filled burlap bags from the United States and the embargo on filled or empty, new or used burlap bags to Canada. The action was taken through an amendment to conservation order M-221. Exportation of empty, new or used burlap bags to any other point outside the con-

tinental United States, however, is still prohibited unless the exporter obtains express authorization from WPB.

## CEILINGS ON USED TOOLS.

Among fifteen kinds of used consumers' durable goods brought under a new over-all regulation by the Office of Price Administration, July 15, are miscellaneous houseware items, hand tools, shovels, wheelbarrows, hatchets and carpenters' tools. These commodities were formerly held to sales prices of March, 1942, under the general maximum price regulation.

The new pricing formula is based on the principle of comparing the used article for resale with a new article of the same kind. Articles in good condition fall in class 1, and the seller may set his price at seventy-five per cent of the selling price of the article when new. In poor

condition, the item falls into class 2, and the seller may take thirty-three and one-half per cent of the original new price for his ceiling.

## CHEMICAL ALLOCATIONS.

In the distribution of chemicals under the allocation orders of the chemicals division of the War Production Board, that of arsenic made to insecticide manufacturers, based on their average consumption for the years 1941 and 1942, brought the amounts granted to date to approximately eighty-nine per cent of the base period consumption.

Formaldehyde for disinfectants and insecticides was allocated 100 per cent.

Rotenone was distributed on the basis of existing inventories and insect infestations for agricultural uses, based on determination of requirements by the Food Administration.

# In the Country's Service

**AIR CADET FLOYD BASS, JR.**, son of the proprietor of Floyd Bass Peony Farm, New Augusta, Ind., is now taking his preflight training at Maxwell Field, Ala. He was among those enlisted in the army air corps reserves at Purdue University who were ordered to report for duty February 25.

**JAMES N. LYON**, secretary of the Forest Nursery Co., McMinnville, Tenn., for several years, is now serving with Seabees in the Solomons area of the south Pacific, landing there sometime in April or early May. He would be glad to hear from any of his nursery friends who care to drop him a line. His address is James N. Lyon, E. M. 2/C, 46th Construction Bn., Co. D-1, c/o Fleet Post Office, San Francisco, Cal.

**A. S. JOHN T. BOYD**, Squadron 6, Flt. B, 99th college training detachment (air crew), is at Southwest Missouri State Teachers College, Springfield, Mo. He is vice-president of the Forest Nursery Co., McMinnville, Tenn., and the only son of J. R. Boyd, president. He enlisted in the air corps college reserve in August, 1942, and was inducted March 31, at Keesler field, Biloxi, Miss. After taking his basic training there, he was transferred to Missouri. He was promoted to sergeant and has had several hours' training in the air.

**JACK SNEED**, son of J. Frank Sneed, Oklahoma City, Okla., a cadet pilot in the naval air corps, is now at Corpus Christi, Tex.

**JACK HILL**, son of Arthur H. Hill, head of the D. Hill Nursery Co., Dundee, Ill., is now in training as a transport pilot at Denver, since the airport near Chicago where he was a civilian instructor has been closed. Lieut. Pomeroy Sinnock, a son-in-law of Mr. Hill, has been transferred from Corpus Christi, Tex., to the naval air corps training base at Glenview, Ill.

**W. L. JOHNSON**, owner of the Baxter Nursery, Baxter, Tenn., and vice-president of the Tennessee Nurserymen's Association, has four sons in military service as follows: Capt. Hubert V. Johnson, S-2, 423 Infantry, Fort Jackson, S. C.; Corp. John Thomas Johnson, U. S. Marine Corps, Cherry Point, N. C.; Pvt. Willard W. Johnson, Army Air Force Technical Training Command, Gulfport field, Gulfport, Miss.; Pvt. Thurman Harold Johnson, Army Air Force, Watson Field, Cal. His eldest son, William Louis Johnson, Jr., continues in civilian status while serving as assistant coordinator of the 46th College Training Detachment of the U. S. Army Air Forces at the Tennessee Polytechnic Institute, Cookeville.

# Landscape Business in Wartime

By Harold E. Hunziker, Secretary, National Landscape Nurserymen's Association

This report includes the summary of the answers made to a questionnaire sent to about 150 landscape nurserymen in every section of the country. Seventy-two landscape nursery firms were kind enough to return the forms filled out. Replies by region numbered as follows: 1, Eastern, 20; 2, Southern, 14; 3, Central, 19; 4, Western, 8; 5, Southwestern, 5; 6, Pacific Coast, 6.

Except from the last two regions, the returned replies would seem enough in number to represent reasonably well each section of the country.

In some cases a summary of the landscape nurserymen's answers form a pattern for the whole country, while other answers reflect differences according to the section of the country.

## (1) Business Comparison.

The comparison of business volume asked for gives no definite pattern, as business was reported from forty-seven per cent less to seventy per cent better in the first five months of 1943 over 1942, for instance. The chart below indicates the vast differences in experiences. Figures denote the percentage of change in the first five months of 1943 from the same period in the year shown.

Region	1942	1941	1940
1	-47 to +30	-50 to +25	-50 to +30
2	-25 to +70	-50 to +80	-15 to +33
	(mostly not over +20%)	(mostly not over +10%)	(mostly not over +20%)
3	-25 to +20	-50 to +25	-26 to +40
	(average -15)	(average -20)	(mostly about same)
4	-23 to +10	-37 to +40	-31 to +60
	(mostly same)	(mostly better)	(mostly better)
5	-35 to +20	same to +15	same to +20
6	-10 to +15	-50 to +100	-40 to +20

## (2) Weather.

The rainy season, which was unusual during April and all of May, affected regions 1, 3, 4 and 5. However, as many nurserymen pointed out, with shortages of help, the season was longer, which made up for some of the losses. One nurseryman reported that because of the bad spring weather and the hot summer days following the cool spring, many orders were put off until fall.

## (3) Charges for Gardener Services.

Many nurserymen reported that this part of the business had to be discontinued for the duration, but enough reported their charges so that

From a 3-page questionnaire sent to 150 members, Harold E. Hunziker, secretary of the National Landscape Nurserymen's Association, prepared a summary from the seventy-two replies received and presented this report to the parent organization, the American Association of Nurserymen, at the executive committee meeting at Washington, D. C. For the information it contains with regard to the season just past and to the outlook for the landscape business, this report offers data of special interest to those nurserymen engaged in landscape work.

The following summary by region can be made:

Region	Laborers and Planters	Skilled: Foremen and Supervisors
1	\$0.85 to \$1.25	\$1.25 to \$1.50
2	.50 to 1.00 (mostly .65 to .75)	1.00 to 1.50 (mostly 1.00 to 1.25)
3	1.00 to 1.50 (mostly 1.25)	1.67 to 1.75
4	.75 to 1.00 (mostly 1.00)	1.00 to 1.25 (few 1.50)
5	.75 to 1.00 (one reports .50)	1.00
6	1.25 to 1.50 (all but one reported this discontinued)	

## (4) If Enough Charges for Plant Material and Labor.

In many cases nurserymen seemed to be satisfied with prices they were

plies were set up for forty men the year before. In region 3 a few reported running low on supplies. Most of the complaints were in replacement parts for trucks, tractors and tools. Several pointed out the low supply of fertilizers.

## (7) Gasoline Supply.

Generally there was little complaint on the gasoline supply except for the coastal regions. Even there the nurserymen reported that by reducing the territory covered and pooling deliveries they were getting by. Many said they expected greater cuts after the second quarter was over. In region 1 the cut was about 50 per cent; region 2, about 40; re-

gion 3, 25; region 4, 30; region 5, 33 1/3; region 6, no report.

## (8) Nursery Stock Supply.

Generally there seems to be enough nursery stock for the anticipated demands of landscape nurserymen for the duration. Fruit stock was one exception noted. Several nurserymen said they would have surplus plant material, especially in large sizes.

## (9) Number of Keymen Left.

There seemed to be great differences in the number of keymen left, as compared to 1940. Many reported as having no one left. The average would be somewhere between one-third and one-half left. A few nurserymen reported as having as many as seventy or eighty per cent left. Regions 4 and 5 reported the least keymen left. These regions have less than fifteen per cent of their keymen remaining with them.

## (10) Deferral of Nursery Supervisors.

Most nurserymen have not had any experience in deferring nursery supervisors. A few report temporary deferments, but these were mostly on farm workers. It was reported difficult to obtain deferments for

charging. One man noted that he had underestimated his increased costs. Others said they had not charged enough and would have to raise this fall. The answer in region 2 was generally "no" as it was in region 5.

## (5) Collections.

There did not seem to be any complaint on collections from any section of the country; all reported from same to excellent credit conditions.

## (6) Tools and Supplies.

Most sections of the country reported fair to satisfactory tool and supply conditions. One nurseryman noted he would have enough for his twelve men, as his tools and sup-



landscape keymen. One or two nurserymen reported they were not going to ask deferments for themselves or their men. One man, writing from Alabama, said: "We have not tried to thwart or discourage any able-bodied man who wished to get into the army or war work, feeling that if they contributed anything to the war effort it was our duty to carry on as best we could without them."

#### (11) To Obtain Extra Help.

To this question came numerous answers including one that he "did everything but slug them." Most reported hiring older men and younger boys than they would have considered before, paying higher wages ("up to \$1.10 per hour for bums") to help in some cases. Women and schoolteachers at off time were used to some extent. Others reported giving employment "rain or shine" as a help. Advertising in local papers seemed to do more good than contacts with United States employment agencies. Some talked of cutting down their volume so that they and their families could look after the business for the duration.

#### (12) How Extra Help Worked Out.

On the whole the extra help used this spring was poor and unsatisfactory based on any comparison of former years. However, as one pointed out, "while not ideal, it was better than nothing," and he was surprised how much work was turned out. Longer hours and Sunday work were introduced by many. Much complaint was made about schoolboys. One man noted that it took constant supervision over high school boys. One said: "Can't put a boy in a man's place." Another reported excellent results with high school boys. Still another noted the enthusiasm of the young bloods. One had the happy thought of asking, "Do you remember how you were at 15?"

Women come in for their share of praise as good helpers in certain types of work that they could do. Planting grass in the south was one of these jobs they could do as well as men. However, many sections found the employment of women as much a problem as men.

#### (13) Extra Help for Next Season.

This question overlapped the one above, but a few additional comments were forwarded. Few nurserymen wanted to employ Japanese if they were available. A few were reported as using them satisfactorily. Mexicans are used wherever possible, with fair results, as extra help.

It still remains, in spite of the seemingly poor results that nurserymen report about the younger Americans, that they will have to be the principal source of help, along with aged, crippled and "rejected" men, and the women in some cases.

#### (14) Permission to Raise Wages.

Many nurserymen pointed out that their nursery workers earning under \$2,400 per year did not come under the government regulations about pay raises. Several reported applications made to raise wages had been approved, and no one reported having an application rejected. Landscape nurserymen have reported in a good many cases that they have raised their landscape workers without application for permission.

#### (15) Business Turned Down.

Although a few nurserymen report they have not had to turn down any business, most landscape nurserymen have reported some amount of business they could not handle. Quite a few have done no planting this spring, going out of the landscape business and concentrating on mail-order and cash-and-carry business entirely. One pointed out he was turning down orders with a frank statement of facts about the labor and other conditions which prevent giving his usual good service.

The percentage of business reported turned down, on the average, is reported by regions as follows: 1, 40 (15 to all); 2, 25 (none to 50); 3, 25 (none to 50); 4, 35 (20 to 50); 5, 40 (25 to 50); 6, 60 (30 to all).

#### (16) Types of Work Eliminated.

There was hardly a nurseryman that did not report some types of work eliminated for the duration. Most frequently mentioned were spring cleanups, yard maintenance, lawn building and repair, sodding, construction features, spraying, tree work, servicing distant territories, plantings requiring large stock and big tree moving. Several noted that the summer months were the only times they could do the above work. One noted he was making only rough sketches for planting. Generally, deliveries and plantings were the last things to be eliminated by the landscape nurserymen.

#### (17) Customer Planting.

When asked if more customers did planting this spring, the general reply was "Yes," with a good many notes that the customers had no one to plant, "so had to do without—and many did." Region 2 found less customers planting this year. Several recorded good cooperation in

this regard. Others noted "Come and get it" as a rule.

#### (18) Customer Cleanups.

The idea to have customers prepare planting areas and clean up after plants were planted in proper locations met with approval in many cases, although some found clients did not have help to do this part of the work either. Others, on smaller jobs, found the customer and his family willing to cooperate so that they could have the plantings made. One pointed out the cleanup was as important as the planting. Others said this was the only basis on which they could help out. Still another said drivers unloaded plants in holes and customers carried on from there. In all, the scheme did not seem to be used generally.

#### (19) Experience with Government Contracts.

Because there is some variation according to regions, the report on experiences with government contracts will be listed as follows:

Region 1—The majority reported as having had no experiences. Two reported unsatisfactory relations, while two reported satisfaction. One pointed out funds allotted were not adequate; another said his firm regarded specifications seriously, so that competition in competing with many who do not was an obstacle he could not get around.

Region 2—This region had more trying government contracts. Three reported unsatisfactory results, while four got along all right, although mention of difficulties was made. One admits that bidding was often out of line, including their own! Several mentioned preference in keeping retail customers.

Region 3—This region reports better answers, with five satisfactory to two reporting fair results. None seemed to be opposed to them.

Region 4—Those reporting from region 4 seem to have no interest in government contracts. Typical of the answers: "Too competitive for us." This seems to be about the same reaction in region 5, although one said he had been planting housing projects, but had to use the help in the nursery now.

Region 6—This region has one mention of doing camouflage work, where other regions have only mentioned selling plants for this use. Apparently, little has been done to date along this line.

Several mentions were made of the government's withdrawing from the market for planting and plant material, which has curtailed the volume of ornamentals being sold.



# ORDER SEEDS EARLY

Seeds are your investment in the future. Prepare for the postwar period. Labor and gasoline govern procurement of your needs. Often it will be impossible to determine costs till seeds are actually harvested. Costs will be higher, so we are planning to curtail collection. It's to your advantage to get your want list in soonest.

Ready soon:—

	Per. lb.
Prunus avium, Mazzard Cherry .....	\$1.25
Prunus cerasifera .....	1.10
Prunus Hansen Bush Cherry.....	2.50
Prunus Mahaleb.....	1.75
Prunus tomentosa.....	2.00
Ulmus pumila.....	2.50

PERENNIAL SEEDS—Be sure to get our list of many useful items.  
TREE and SHRUB SEEDS

Some copies still available of  
"Improved Practices in  
Propagation by Seed"  
By L. C. Chadwick  
25c per copy, postpaid

**HERBST BROTHERS**  
92 Warren Street  
NEW YORK 7, N. Y.

## (20) Cash-and-carry Business.

Where gasoline shortages were reported too severe, cash business showed an increase in most cases. Some reported opening stores in towns, with good results, although one reported through lack of supervision that this venture did not work out. Increases of as much as 100 per cent over last year were reported, although most reported no marked increases, mostly around ten, fifteen to twenty-six per cent increase.

In region 4, one complained bitterly about the competition in stores, which cut sales of his firm fifty per cent. Another pointed out he could have had more business had he advertised more.

## (21) Restrictions in Travel.

The question about the restriction of travel making business better this summer had varied results. In region 1, the answer was generally "No," as was the report in region 2, although a few thought it would be better. In region 3, there seemed to be more thinking that business would be better this summer. Again, region 4 thinks business will be little better because of gas restrictions, and this is the same in region 5. Region 6 finds prospects better. There is no complaint that any nurseryman

will not have enough to do this summer.

## (22) Prospects, This Summer, Next Fall, Duration.

Through the country there seems to be a general feeling that if labor, gasoline and supplies are available and no hard government restrictions,

the landscape business will keep going satisfactorily. However, almost all have a questioning tone, because factors cannot be too favorable. A few think business will be bad and predict its becoming worse as the war goes on. There seems to be no regional pattern, as the tone is about

## SPECIMEN EVERGREENS

All orders for Spring delivery dug in rotation according to date booked. Large supply of the following, from medium-size to large specimens—

Juniper Virginiana  
Juniper Virginiana Burki  
Juniper Virginiana Canaerti  
Juniper Virginiana Elegantissima  
Juniper Virginiana Hill's Dundee  
Juniper Chinensis Keteleeri  
Juniper Chinensis Pfitzeriana  
Juniper Sabina  
Juniper Sabina Von Ehron  
Juniper Sabina Von Ehron Globes  
Juniper Scopulorum Chandler's Silver  
Juniper Scopulorum Pathfinder  
Juniper Scopulorum Sneed's Silver

CARLOADS OUR SPECIALTY

LINING-OUT STOCK

## SNEED NURSERY COMPANY

P. O. Box 798

Oklahoma City 1, Okla.

the same throughout the country.

Typical of the remarks are: "All we are in a position to take care of." "More than we can take care of." "Depending on government restrictions." "Don't know how taxes will affect buying power." "Better than 10-year average."

#### (23) Planting Unpatriotic?

The country over, very few reported that they found their customers feeling it was unpatriotic to plant in wartime. Some reported the opposite reactions. One said: "Americans do not let the enemy keep them from doing the things that will make life better later on."

#### (24) Vegetable Plants.

In region 1 and 2, about half the nurserymen reported growing vegetable plants, with sales satisfactory. Some reported they could have used more plants. Not so many were grown in region 3, although a few went in for the business in a large way.

In the remaining regions, about half the nurserymen grew plants for sale.

#### (25 and 26) Food Production.

In general, it looks as if nurserymen were making a great contribution to increasing food crops. The majority of nurserymen report acres in food crops with a few reporting no acres available and no help available. Chickens, hogs and cattle were reported being grown, as well as farm crops.

Increase in production by percentage as reported by regions: 1, 50 to 400, average around 125; 2, 10 to 80, average around 40; 3, 20 to 100, mostly double; 4, 50 to 100, over half reported no crops; 5, 25 to 50, one case 500; 6, 50 to 100, one case up fifteen times.

#### PEACH STOCK SHORTAGE.

Anticipation of a rather severe peach stock shortage in 1944-45 is expressed by L. G. McLean, associate horticulturist at North Carolina State College of Agriculture, Raleigh, who is secretary-treasurer of the North Carolina Nurserymen's Association. He reports that in that area, where several thousand pounds of peach seeds are collected each year, there will be no collection this season because of the severe spring. Little carry-over of seedling peaches is reported, and that situation seems to prevail elsewhere in the east. The unprecedented demand for fruit trees by homeowners is likely to continue for the duration of the war and for some time afterward, aggravating the situation.

# This Business of Ours

*Reflections on the Progress and Problems of Nurserymen*

*By Ernest Hemming*

## TWO ATTRACTIVE SHADE TREES.

There are two ornamental trees that stand out as being exceptionally noteworthy at this time of year and in this locality. They are just coming into bloom. The mimosa tree, *Albizia julibrissin*, and the Japanese varnish tree, *Koelreuteria paniculata*, are both ideal trees for the small yard. If there is one fault in tree planting, it is the use of large, fast-growing shade trees close to our homes. They may be all right while they are young, but as they come to maturity, grass and practically all other growth are sacrificed for the sake of the shade they give.

The two trees mentioned are medium-size trees, much on the order of an old apple tree in general habit and quite picturesque. They have all the qualities that make a tree desirable for planting close to the dwelling.

The mimosa tree may be planted quite close to the house wherever shade is wanted. It belongs to the pea and bean family, and so it does not rob the soil. Grass and other plants growing under its shade do not have to struggle for existence. In the hot sunshine the fernlike foliage gives shade, without cutting off the breeze; in the evening when the sun goes down it obligingly

folds up its leaves to give more light.

The fluffy-looking pinkish blossoms seem especially attractive to the hummingbirds, and so far as my experience goes, the tree is not subject to any disease or pests. Unfortunately, it is doubtfully hardy north of the Mason and Dixon line.

The varnish tree is hardy as far north as Massachusetts. It is a glorious sight when in bloom. The large yellow panicles terminate strong shoots and are followed by attractive seed pods. The foliage is all that can be desired for giving shade close to the veranda or porch.

E. H.

## NONESSENTIAL.

The nursery industry for the present has largely been regulated to the nonessential occupations. Maybe it is, so far as the war is concerned, but it is extremely essential to the peace, and the peace is what is looming up in men's minds as the one essential to civilization. It is the refrain of most of the newer books dealing with the postwar world.

Whether the present social upheaval of civilization ends in one month or twenty, it will, and the growing avalanche of Allied strength will decide how.

The writer has long held the opin-

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ion that our basic education is faulty; it has got too far away from the soil; we are a product of the soil and will return to it. Big cities, big religion, big business have given us a set of false values. There are millions in the large cities who only have the vaguest idea of the working of the natural laws which produce their food and clothing; they do not see much farther than the factory or college. We as farmers, horticulturists and nurserymen live closer to the eternal verities than the businessman, manufacturer—yes, and even the lawmaker.

In the last analysis we are the ones who will make the peace. The farmer feeds and clothes the body; the florist and nurseryman feed the soul.

We are essential to the peace.

E. H.

#### VIBURNUM ACERIFOLIUM.

*Viburnum acerifolium*, the maple-leaf viburnum, is a native American shrub of the northern states as far west as Minnesota and south to North Carolina. It is quite a different shrub as it grows in its native habitat than as it frequently appears in cultivation. In its native habitat it is a relatively loose, sparsely branched shrub to a height of about six feet. Often it reaches a height of only three to four feet as it grows as an undershrub in woody areas. In cultivation, where it does best in partial shade, it forms a more compact well branched shrub.

The dull green leaves average about three inches long and are usually distinctly 3-lobed. Often nursery-grown seedlings and small transplants are toothed rather than lobed. One of the outstanding characteristics of the mapleleaf viburnum is the brilliant fall foliage color. The leaves first turn a purplish green, finally becoming a bright crimson. The fall colors are most brilliant in sunny situations.

Yellowish-white flowers, from two to three inches across, are produced in late May or early June. Black fruits are produced in upright clusters in September and October. Native shrubs produce flowers and fruits sparingly. Sometimes in cultivation flowers and fruits are produced profusely.

This native shrub prefers partial shade, a well drained soil and one containing ample organic matter. In such soil it often suckers freely from the base, but not to the extent of being objectionable. In the hotter and drier regions of the midwest, considerable foliage burn often occurs on exposed plants. Propagation is by seeds or softwood cuttings. Seeds exhibit delayed germination, which

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*Communis hibernica fastigiata*  
*Excelsa stricta*  
*Horizontalis douglasi*  
*Japonica*  
*Sabina*  
*Sabina tamariscifolia*  
*Sabina von ehron*  
*Sabina von ehron, Globes*  
*Sabina von ehron, Upright*  
*Scopulorum*  
*Scopulorum, Chandler's*  
*Scopulorum horizontalis*  
*Scopulorum, Marshall's*  
*Scopulorum, Pathfinder*

#### JUNIPERUS

*Virginalis, Dark Green*  
*Virginalis, Light Green*  
*Virginiana*  
*Virginiana burki*  
*Virginiana canaerti*  
*Virginiana cupressifolia*  
*Virginiana elegantissima*  
*Virginiana glauca*  
*Virginiana keteleeri*  
*Virginiana hillii*  
*Virginiana schottii*

#### PINUS

*Montana mughus*  
*Nigra*  
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*Sylvestris*

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*Aurea nana*  
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can be overcome by stratifying at a temperature of 65 to 68 degrees for three or four months and for a period of two to three months following at 40 degrees. If such a procedure can be followed during the winter months, germination occurs the first spring.

The mapleleaf viburnum finds its use as an underplanting in wooded

areas, and sparingly as a border or group plant in partially shaded areas.

L. C. C.

DISSOLVING the corporation, Cole-Haines Nurseries, Inc., Bluefield, W. Va., Norman H. Cole is continuing the business as the Cole Nurseries, while Tom Haines intends building some greenhouses.



# Favorites of the Phlox Family

By C. W. Wood

America has given the gardeners of the world many of their favorite plants, including some of the most popular ones now in commerce. If you will check over your list, you will find that statement truer than you are likely to think at first. Take the penstemon, for instance, which, despite the short life of many kinds, has made a deep impression on modern gardening. Another, and even more brilliant instance, is phlox, which has contributed so much to the spring and summer gardens of Europe and America. We who think much about plants often bemoan the fact that Americans neglect their native plants; we might be assured, however, by the interest in the kinds which have become domesticated. It is true that the most popular of all phloxes, the tall summer-blooming kinds which are usually considered to be hybrids of *P. maculata* and *P. paniculata*, went quite unrecognized both before the marriage of the two species and for several years after the ceremony. But after their short residence in Europe, they were embraced with joy by the gardeners of their native land and, during the past score or more years, we have not only given them a place in our hearts and gardens, but our plant breeders have contributed not a little to their advancement.

Notwithstanding the great popularity of the tall summer phloxes, one has to go a long way before he sees supremely well done specimens. The usual practice, it seems, is to find a prominent place in the garden—one where the plant's inherent beauty and showiness will not escape notice—regardless of the fertility of the soil. We could well take a hint from nature in that respect, for there we find the best specimens growing in rich woodsy loam, not so full of clay as to be classed with the "heavies," nor so light with sand as to get below the loamy level. That is the ideal, of course, but the plant is so accommodating, especially since it has become acquainted with garden ways, that it will adapt itself to a quite wide range of conditions. For best results, though, one should have the soil deep, well drained and rich in vegetable matter. Nor should one follow nature too slavishly in the choice of location, for although the books tell us that *P. paniculata* is found naturally in eastern woods,

its garden progeny does best in full sun or light shade. Another factor, sometimes overlooked by gardeners, necessary to the production of perfect flowers on a perfect plant is the presence of sufficient moisture at the roots from spring until fall.

I shall not take space now to inquire into the merits of the different named varieties. That would be a quite impossible task, anyway, because of their number. But a brief examination of their propagation might be profitable. They are easily grown from divisions, and in the case of light demand that may be rapid enough, but for mass production one needs a faster method. And that is to be found in either root or stem cuttings or both. In either case the stock plants should be dug in autumn and stored where they can be had when needed. Root cuttings are made an inch or two long, using the fleshy roots. If greenhouse space is not available, they may be planted in furrows in a coldframe, preferably top end up. Close the furrows, covering the top of cutting with one-half to an inch of soil, and mulch over winter. If the plants are thick in the rows, they should be pricked out into another frame when the tops are large enough to handle the following spring; otherwise, they may remain in the cutting row until they are ready for the field. Culture under glass is similar, except that the cut-

tings are generally planted in flats and brought in slight heat after the turn of the year and are potted off singly when of sufficient size. Stem cuttings are made of new growths produced in midwinter indoors and rooted in a cutting bench, after which they are grown along in small pots.

Perhaps the next most popular phlox in this country today is the one known as *P. suffruticosa* Miss Lingard. It and its sister, Snowdon, could become the most popular phloxes if they were oftener brought to gardeners' attention. Their long blooming season (June to frost in north Michigan) is sufficient recommendation in itself, and freedom from disease is another good trait. Place them beside the average tall summer phlox and note the difference between their always-green, shining leaves and the mildewed ones of the latter. Instead of the pink flush at the center of Miss Lingard's flowers, Snowdon's are all-over white without a trace of any other color. Probably they are best grown from stem cuttings of softwood.

By every reason, *Phlox divaricata* should be right up with the leaders; instead, one can go through garden after garden and nursery after nursery and never see a plant of it. Its shade-loving trait alone should endear it to all gardeners who have the problem of clothing shady places,

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<i>Juniperus chinensis columnaris</i> .....	3 to 5 ft.
<i>Juniperus chinensis pfitzeriana</i> .....	2½ to 4 ft.
<i>Juniperus chinensis depressa plumosa</i> .....	2½ to 3 ft.
<i>Juniperus chinensis stricta</i> .....	15 to 18 ins.
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and its pleasing colors (white through lavender to blue-lavender) are one of the glories of midspring. Why, one wonders, is it not more lavishly used? It is my opinion that it would be if gardeners were shown by example what can be done with it. For example, in this garden, it is used as an undercover in a long Rosa rugosa hedge, where hundreds carpet the ground with their lovely color in late April and May before the roses are in full leaf. I think I am safe in saying that no other planting in the garden attracts more attention at that time. As a consequence, all that is needed to sell the plant in quantity lots then is to have pot-grown stock to supply the demand. Field-grown plants might answer the purpose, I suppose, but there would be the inevitable wilting, increased losses from transplanting while in full vegetative growth and added labor in transplanting and aftercare. Incidentally, the only way to make effective use of the plant is to use it in masses—a fact that should be brought to the buyer's attention. Propagation is by division or from stem cuttings.

When the tall summer phlox and the immediately preceding one were crossed by the guiding hand of the French plant breeder, Arends, the result was a group of hybrids given the originator's name. The group is characterized by several endearing traits, including a blooming period covering much of the time between spring and autumn, a compact growth up to eighteen inches or more and a liking for shade. The last alone should secure them a wide acceptance among gardeners. Several named varieties are available in this country, and all that I have seen are attractive colors, perhaps the best, according to my way of judging, being Hilda, with white flowers, suffused soft lilac. Propagation is by division, from stem cuttings and perhaps from root cuttings, though I have not tried the last.

Several other eastern species, beside *P. subulata*, which will be discussed later, are deserving of notice. Prominent among them is *P. amoena*. Here is a plant of great landscape value, especially for carpeting dry sunny places where it is difficult to maintain grass. After its brilliant explosion of bright pink in spring, it will, if it is slightly shorn, give an attractive greensward about four inches thick throughout the summer. Another indestructible easterner, *P. bifida*, is especially deserving where the gardener has the most difficult dry sunny spots to contend

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with. Introduce a few plants of bifida into such situations and in a few years the area will be covered with wiry little plants, giving in April and early May a spread of pretty lavender or white flowers on stems to eight or nine inches in height. One reads that it needs an acid soil, but we grow it in the same soil that grows alfalfa luxuriantly; so acidity must not be a part of its needs.

There are a few eastern phloxes, however, that seem to demand an acid soil. One of them is the lovely *P. ovata*, or mountain phlox. Here it has done best in part shade in soil of the same acidity as that of bird's-foot violets. There it gets about a foot tall and bears in May its round blooms of brilliant pink. It gets along well on the moisture provided by nature, increasing in size of clump from year to year.

Another eastern species, *P. pilosa*, deserves better treatment from gardeners than it now receives. That is especially true of its better color forms, for it is true that the near-magenta one usually gets in a batch of seedlings would find little favor with the average gardener. It is widespread in the east, growing in dry fields and woods from southern Canada to Florida to Texas. The floras tell us it varies in nature "through purple, pink and white," which may have been meant to cover the myriad shades one is likely to get in seedlings. Although it is native to the section of longest horticultural development in this country, no one seems to have made a serious effort to select or breed improved forms; it is another story, however, on the other side of the Atlantic, where several named varieties appear in nursery lists. As it grows here, the plants grow about fifteen inches tall, though it may attain two feet in rich soil. Given a dry sandy soil, it will maintain itself through the years, adding to the hilarity of the late spring garden by a generous production of flowers.

One more species, excepting *P. subulata*, of course, *P. stolonifera*, completes the chronicle of eastern species. In *stolonifera* we have a creeper of undoubted charm. The creeping stems, rooting as they go, send aloft 6-inch flower stems, "carrying a careless head" of flowers in May. The color varies not a little in plants that I have had, running all the way from lavender to violet and purple, with a generous number of magenta thrown in. There is some really good material here, one especially with lilac-colored flowers appealing to me

and another with deep rose-colored flowers with purple throats attracting much attention from visitors. It did well here in our light soil in part shade.

All of which brings us down to *P. subulata*, the bread-and-butter plant of so many neighborhood growers in spring. Being so well known, it needs to occupy little space here, but I should like to set forth a conclusion or two which I have formed during recent years. The plants of this species may be divided into two classes, the rampant growers and the restrained growers. Experienced gardeners may rave and rant about the former, claiming it is a sin to sell such invasive plants. Ask a beginning gardener who wants to cover as large an area as possible as quickly as possible about that phase and you will get an entirely different response. It means, of course, that there is a place for both the rapid spreaders and the restrained ones. And it also means that we must size up our customers before we sell them moss phloxes, to be sure that we do not sell the established gardeners kinds like Brightness, rosea and Rochester, while the slow growers, like Leuchtstern and Vivid, are kept out of the hands of beginners who are looking for the other kind. As the restrained kinds are in the minority, it might be well to point out the ones that have made a good impression here. Vivid, of course, needs no introduction, for it has maintained its excellent reputation among discriminating garden makers for years. We may now add to it the compact grower, Leuchtstern, with its lovely salmon-pink flowers completely covering the small clumps. Although rather tall (eight inches or such a matter) and of open growth,

variety Camla grows so slowly, never creeping in fact, that it can be put in the choicest company and its salmon-pink flowers, large for a moss phlox, are produced over a gratifyingly long period. It is, in my opinion, one of the best of the moss phloxes and deserves wide popularity. Ronsdorf Beauty is another of my favorites, possessing both restrained growth and a beauty of flower (large bright salmon) not often attained in the family. Add to the foregoing the lovely white Schneewittchen and we have a team hard to beat. Unlike the others marked for special mention here, the last is a creeper, though so slow in growth and so restrained that it causes little trouble in choice company. Moss phloxes are easily grown from divisions, as all growers know, except in the cases of noncreepers which have to be grown from cuttings if rapid manipulation is needed. I do not know how others manage that job, but I find that cuttings taken in September and inserted in an outdoor frame of sandy soil give best results. By the time the ground can be worked in spring, most cuttings will be sufficiently rooted for planting in the field.

The story of western phloxes could be made a long one and an interest-

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ing one, too, to a lover of choice plants. But for several reasons, it will not be told here at this time. In the first place, so few are readily available that a recital of their beauty might be little more than an aggravation, and again many are too difficult to put in any except an expert's hands. I think, though, that little trouble will be found in making P. douglasi happy in eastern gardens if we remember its desire for perfect drainage. Its mounds of gray are always a delight and especially so when it is studded all over with pale blue flowers. It, P. caespitosa, P. diffusa and most of the foothill and plains species, including P. andicola and P. schleranthifolia, are not too difficult when given a high spot in the alpine garden and in a stony soil. It must be admitted, however, that western phloxes are often a problem and one should not attempt them unless he is prepared to study their requirements as to soil (a few like P. multiflora require acid, though most are ready to accept a neutral one) and exposure.

**VETOES BILL H. R. 1396.**

Asserting that the bill would grant state legislatures the power to regulate and even to veto a constitutional federal program and thus create a dangerous and unwarranted precedent, President Roosevelt killed by pocket veto the bill passed by Congress, H.R. 1396, which would have required all agencies in the United States Department of Agriculture which distribute seeds, nursery stock or fertilizer to farmers to comply with state inspection laws.

**McKAY BREAKS ARM.**

W. G. McKay, president of the McKay Nursery Co., Madison, Wis., broke an arm when he slipped in alighting from a cab in Chicago while en route to the meeting of the Fruit Tree Growers' Association at Cleveland, July 8. Mr. McKay was obliged to go to the Presbyterian hospital, Chicago, where he spent five days, being unable to continue the trip to Cleveland. On leaving the hospital he returned to Madison, where he is recuperating.

AFTER attending the A. A. N. executive committee meeting at Washington, D. C., Richard H. Jones went to Wilmington, N. C., before returning home to Nashville, Tenn., to look after the planting of grass on a large housing project there.

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# Meetings in Virginias

## WEST VIRGINIA MEETING.

A moderate amount of business and a great deal of good-fellowship were combined in the fifth annual meeting of the West Virginia Nurserymen's Association, at Huntington, July 15 and 16.

On the afternoon of the first day the guests gathered at the farm of the Potter Nurseries, where B. L. Potter showed them the increasing plantings of nursery stock of many items he has set out on a portion of the 203-acre farm acquired a couple of years ago. The office and leased sales yard are still maintained on the edge of the city. At the farm a dairy herd is maintained, of about thirty-five head. Mrs. Potter provided a bountiful supper of many good things, whose enjoyment left inadequate room for the watermelons that were eaten afterward on the lawn.

Moving to the Frederick hotel in the evening, the members held the annual business session, at which Atlee Conner presided. Greetings were delivered by Dr. W. S. Rosenheim, managing director of the local chamber of commerce. Secretary F. Waldo Craig read the minutes and announced that the winter meeting would be held at Charleston in February as previously voted. The retail nurserymen's guarantee of landscape plantings formulated by the Pennsylvania Nurserymen's Association was presented and, after discussion, adopted. H. W. Lycan, of the Home Nursery Co., Fort Gay, was elected president and Dewey Barnes, of the Larkmead Gardens, Parkersburg, vice-president.

Next morning a tour was made of the Huntington parks, which include approximately 500 acres, maintained in exceptionally fine condition for a city of 80,000. The famous rose gardens were in good shape for July. In the absence of Gus C. Wofford, superintendent and designer of the parks, his assistant, Jacob Eversdyk, conducted the tour, on which many stops were made for discussion of trees and shrubs in the plantings.

Running through Memorial park, flanked by many varieties of flowers and shrubs, Memorial boulevard is so named because on both sides are planted trees as a memorial to men who died in the first World war. At the east entrance to the park is Memorial Arch, a replica of a famous Roman arch, donated by a group of citizens. Several other

small parks are scattered about the city, while large areas for picnicking and camping lie on the outskirts. Ritter park, of over 100 acres, contains the rose garden and other landscape features, not only finished in design, but excellently maintained as well.

After luncheon at the hotel, F. R. Kilner, editor of the American Nurseryman, was called on for some remarks. He dwelt on the advance in prices of nursery stock necessary to cover mounting costs and the prospect for the maintenance of the higher prices after the close of the war, because of the likelihood of the high rate of industrial activity to satisfy deferred civilian demands, probably accompanied by some inflation in order that tax receipts might meet the government needs, an impossibility if the nation's economy were to descend to anything like the depression levels of the middle 1930's.

Then the meeting was turned over to Dr. R. P. White, executive secretary of the American Association of Nurserymen, who had journeyed from Washington, D. C., to give the latest information upon how nurserymen can meet war restrictions and how they may best serve in the war effort. Questions and answers created an interesting and valuable discussion that took up a considerable part of the afternoon.

## VIRGINIA MEETING.

How useful a trade meeting may be in wartime because of the interchange of ideas among members was demonstrated at the sessions of the Virginia Nurserymen's Association, at the Jefferson hotel, Richmond, July 13 and 14. Most of the forty or fifty persons present were either from local firms or in the party which Sam H. Thrasher brought up from Greenbrier Farms, Norfolk, though there was a scattering representation from other points.

Opening the first session, after a welcome to Richmond by Albert L. Stoffel, of the Richmond chamber of commerce, S. L. Emsweller, of the federal bureau of plant industry, Beltsville, Md., told how attention to genes and chromosomes is making it possible to develop new and improved ornamental plants more intelligently. Breeding that formerly was done haphazardly or by rule of thumb is now done with a definite objective, though time and patience are still required to reach satisfactory results. He expressed the opinion that slow-growing and low, spreading plants would be in greater demand after the war, because the houses to be erected in largest numbers would be modest one-story structures.

In the afternoon, Henry J. Hohman, Kingsville Nurseries, Kingsville, Md., spoke at length on methods of propagation, directing his remarks chiefly to those plants usually found difficult to reproduce.

The speaker at the banquet in the evening was F. R. Kilner, editor of

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Paragon Sprayer No. 3 has wide steel wheel rims and low-hung container; it stands steady on uneven ground. Oversize air chamber assures greater pressure, more uniform spray. Extension pipes and hose are longer, covering more area from one position. Agitator prevents solution from settling or clogging. Ten days trial will convince you or cost you nothing. Ceiling price, delivered, only \$25.95. Air gauge is extra. Buy from your dealer or mail the coupon today.



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7½ ft. pipe.  
16 ft. hose.  
2 nozzles.  
One wheel truck  
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**FRUIT TREE SEEDLINGS**

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**APPLE—MAHALEB—MAZZARD  
PLUM—Americana and Myrobalan****California-Grown ROSES**

LARGE ASSORTMENT IN BEST VARIETIES

Large growers of **FRUIT TREES,  
SMALL FRUITS, ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and PERENNIALS.**

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Ask for complete TRADE LIST.

**75,000 Yew Seedlings**

Taxus Cupidata, 90 per cent true upright. Now 2 to 3-yr., 4 to 6 ins. Good packing. Cash with order.

\$4.50 per 100; \$35.00 per 1000;

\$150.00 per 5000.

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**AUSTRIAN  
PINE**Top quality stock. Heavy stem.  
3-yr., 6 to 12 ins.**\$18.00 per 1000**

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**Get to know Leghorn's for your  
QUALITY EVERGREENS**Write for our prices on  
**First-class Nursery Stock**  
from liners to landscape specimens.  
We specialize in Evergreens.

Leghorn's Evergreen Nurseries

Cromwell,  
Conn.**QUALITY STOCK — PROMPT SERVICE**

Biota curra nana, 21 to 24 ins.	10	100
Juniper stricta, 21 to 24 ins.	\$11.50	\$100.00
Biota elegantissima, 3 1/2 to 4 ft.	10.00	90.00
	15.00	135.00

F.O.B. Nursery. Net Cash.

**LAUREL NURSERY**  
Springfield Gardens, L. I., N. Y.**BURTON'S**HEADQUARTERS FOR  
**EVERGREEN GRAFTS, TRANSPLANTED  
EVERGREENS, SHRUB LINERS.**  
Write!  
RARE ITEMS YOU DO NOT  
FIND IN MOST LISTS!  
**HILLTOP NURSERIES**  
CASHTOWN, OHIO

the American Nurseryman, Chicago, who pointed out that the current status of supply and demand within the industry, as well as the economic factors which are likely to be influential after the war, would maintain prices for nursery stock for some time to come. Therefore it seemed likely that plants produced even at the present high labor costs would prove profitable. Preference should be given better varieties and slow-growing stock, for which a higher price level is accepted by the public.

An interesting round-table discussion was led by Sgt. A. J. Shoosmith, present because he was on a 10-day furlough. He skillfully brought out the opinions of a number of members, who agreed that the heavy demand of the past spring would continue the coming season, that the volume of sales would be limited chiefly by the labor available, that rising costs required higher prices and that the postwar years promised plenty of landscape work.

Since the dentist had temporarily incapacitated A. S. Gresham, Jr., for speaking, his subject, "Rising Costs of Doing Business," was referred to F. R. Kilner, who brought this forcibly to the members' attention by letting them do their own figuring. On slips of paper each member was asked to jot down the percentage of his costs represented by (1) production labor, (2) supplies and (3) overhead, the last item including sales expense, depreciation and office help, as well as the usual items of rent, heat, insurance, advertising, etc. Then each member was asked to indicate the increase in the three items in the past two years. Much variation was shown in the figures rapidly read off, when the slips had been collected, but the conclusion was quite obvious that big increases in costs had taken place for everyone.

"Avoidable Nursery Losses" was discussed by C. R. Willey, assistant state entomologist, who strongly urged greater care with the cultivator, in attaching labels and in handling stock, especially balled evergreens, as a means to better profit.

The luncheon address, by Mr. Moomow, president of the Covington chamber of commerce, on "What's Ahead?" referred to the pent-up demand for consumer goods after the war and became a plea for greater purchases of war bonds to store it up until that time.

Speaking on "Bulbs under Your Bushes," Ralph L. Dombrower, pres-

[Continued on page 22.]

**FALL 1943**

APPLE, 2 and 3-year.

CHERRY, 1 and 2-year.

ELM—MOUNTAIN ASH—BIRCH,  
Cut-leaf Weeping—WHITE DOG-  
WOOD—GINKGO—NORWAY  
and SOFT MAPLE—PIN, RED,  
BURR and WHITE OAK—LOM-  
BARDY POPLAR—REDBUD—  
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EVERGREENS, up to 6 feet.

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**EVERGREENS**Write us for prices on  
Pyramidal Arborvitae

Irish Junipers

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In carload lots for fall or next  
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NURSERIES**

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**EVERGREENS**For Seventy-eight Years  
Growers of Quality Evergreens  
Lining-out Stock a Specialty  
Write for Trade List**EVERGREEN NURSERY CO.**

Established 1864 : STURGEON BAY, WIS.

Wholesale growers of the best  
Ornamental Evergreens,  
Deciduous Trees,  
Shrubs and Roses.

Write for our current trade list.

**THE KALLAY BROTHERS CO.**  
Painesville, Ohio**GRAFTED JUNIPERS**

For spring 1944 delivery.

Also transplanted and  
finished stock.**NICK'S NURSERY,** Anchorage, Ky.

# Coming Events

## CONVENTION CALENDAR.

August 2 and 3—National Mail Order Nurserymen's Association, summer meeting, Hotel La Salle, Chicago, Ill.

August 4 and 5—Pennsylvania Nurserymen's Association, summer meeting, Warwick hotel, Philadelphia.

August 5—Michigan Association of Nurserymen, summer meeting, Vincent hotel, Benton Harbor.

August 10 and 11—Texas Association of Nurserymen, annual meeting, Fort Worth.

August 30 and 31—Southern Nurserymen's Association, convention, Biltmore hotel, Atlanta, Ga.

September 9 and 10—Ohio Nurserymen's Association, joint meeting with A. A. N. members of region 3, Hotel Netherland Plaza, Cincinnati.

September 23 and 24—California Association of Nurserymen, annual meeting, Hotel Californian, Santa Barbara.

## CORRECTION.

Add to reasons for not traveling in wartime when there is a labor problem at home: Errors made in the convention calendar in the July 15 issue.

There is no Philadelphia Nurserymen's Association. The Pennsylvania Nurserymen's Association will meet at the Warwick hotel, Philadelphia, August 4 and 5, not the Michigan Association of Nurserymen, which will meet at the Vincent hotel, Benton Harbor, August 5.

But the editor confesses to the mistake of naming Miss Edith Stokes Haines, who supplied information about the program, chairman of the program committee for the Pennsylvania meeting. She states Owen Schmidt is chairman.

## PENNSYLVANIA PROGRAM.

The program for the summer meeting of the Pennsylvania Nurserymen's Association, to be held at the Warwick hotel, Philadelphia, August 4 and 5, will open with a fellowship luncheon, preceding the first business session, and continue as follows:

AUGUST 4, 2:30 P. M.

President's opening remarks, by William S. Carver.

Roll call. Registration of New Jersey members.

Report of secretary and treasurer, by Albert F. Meehan.

"The National Food Situation," by Dr. William H. Martin, dean of college of agriculture, Rutgers University.

"The Agricultural Situation," by W. H. Allen, secretary, New Jersey department of agriculture.

"Should Nurserymen Grow Drug Plants?" by Dr. P. P. Pirone, research spe-

cialist, diseases of ornamentals, New Jersey agricultural experiment station.

"Latest Developments in Washington," by Dr. Richard P. White, executive secretary, American Association of Nurserymen. Questions and discussions, by members.

AUGUST 4, 6:30 P. M.

Banquet. William S. Carver, president, P. N. A. Frank S. LaBar, president, A. A. N., toastmaster. Speaker, Wheeler McMillan, editor, The Farm Journal. Floor show.

AUGUST 5, 9:30 A. M.

Report from Western Pennsylvania Association, by L. E. Wissenbach, vice-president, P. N. A.

"Trees—Great and Otherwise," by W. E. Montgomery, acting deputy secretary, Pennsylvania department of forests and waters.

"Getting Up to Date on Soil Building," by Dr. R. E. Culbertson, Soil Conservation Service, U.S.D.A.

"Latest Developments on Unionization of Farm Labor," by Howard W. Wickersham, Interstate Farmers' Council. Short business meeting.

Members of the New Jersey Nurserymen's Association will meet jointly and participate in this program.

## MICHIGAN PROGRAM.

The meeting of the Michigan Association of Nurserymen to be held at the Vincent hotel, Benton Harbor, August 5, is to be a round-table conference on wartime problems and their solution. Leaders in the discussion are to be Charles B. Greening, Monroe, president of the Michigan Association of Nurserymen; Arthur H. Hill, Dundee, Ill., treasurer and executive committee member of the American Association of Nurserymen; Harold E. Hunziker, Niles, secretary-treasurer of the National Landscape Nurserymen's Association; C. A. Boyer, of the state department of agriculture, and Prof. Roy E. Marshall and Dr. Ray Hutson, of Michigan State College.

There will be but two sessions, one in the forenoon and one in the afternoon, and a visit to the Benton Harbor fruit market afterward.

## OHIO MEETING CHANGED.

The operators of Beatley's hotel, at Indian lake, have found it necessary to cancel the arrangements made for the Ohio Nurserymen's Association summer meeting, set for September 9 and 10.

The officers of the Ohio association, together with officers of region 3 of the American Association of Nurserymen, have decided to hold a joint meeting of both groups at Cincinnati, at the Hotel Netherland Plaza, September 9 and 10. Arrangements have been made with the hotel for accommodations at that time, and the Cincinnati Landscape Association has given assurance of its usual hospitality as host to the visitors.

It is planned that one day will be given over to affairs of the Ohio association and one day will be in the charge of the regional and national officers of the American Association of Nurserymen. Region 3 includes Ohio, Indiana, Michigan, Illinois and Wisconsin.

## TEXAS PROGRAM.

After deliberating at some length about holding a convention this year, the board of directors of the Texas Association of Nurserymen finally decided that, because of the changing problems affecting the industry, it would be wise to hold a business meeting and cut down on the time for entertainment. Once decided, plans began to develop until a well rounded program has been the result.

In previous years, this meeting has been held early in September, but in order to set a time when Richard P. White, executive secretary of the American Association of Nurserymen, could be present, the executive committee changed the dates for the meeting to August 10 and 11 at the Blackstone hotel, Fort Worth. No doubt this will be an advantage to some nurserymen, as by September they are usually so busy it is a task to get away for the meeting. The two-day meeting effective this

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CAT.	Size in inches	Weight per 1000	Per 1000
No. M-310—1 1/4 x 1 1/4 x 2 1/4		20 lbs.	\$2.00
No. M-320—2 x 2 x 2 1/4		25 lbs.	2.00
No. M-340—2 1/4 x 2 1/4 x 3		30 lbs.	2.40
No. M-360—3 x 3 x 4		45 lbs.	4.50
No. M-391—4 x 4 x 4		65 lbs.	5.10

Packed 1000 to the carton.

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AMERICAN FLORIST SUPPLY CO. 1335 W. Randolph St., CHICAGO 7, ILL.

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Shade Trees  
Specimen Evergreens  
Evergreen Liners  
Flowering Shrubs  
Hardy Phlox  
General Assortment of  
Hardy Stock

**SHERMAN NURSERY CO.**

"59 Years of Service"  
Charles City, Iowa

*For Fall Shipment*

## RED LAKE CURRANT LINING-OUT STOCK

American Arborvitae  
Mugho Pine, compact type  
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## KELLY'S FRUIT TREES

APPLE PEAR PLUM  
SWEET AND SOUR CHERRY  
1 and 2-year

QUINCE APRICOT  
PEACH, 1-year  
Upland-grown stock that will please.  
Buy now to protect yourself against  
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## RASPBERRY

Native Blackcap  
Strong, healthy plants  
\$20.00 per 1000.

**JUNIPERUS VIRGINIANA**

Red Cedar  
1 yr. tr. grafting grade  
\$30.00 per 1000.

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## SMALL FRUIT PLANTS

Evergreens—Shrubs  
Lining-out Stock  
Send for Complete Trade List  
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New Carlisle, O.

## QUALITY NURSERY STOCK

Wholesale Price List on Request.  
Inquiries solicited

**C. WILSON'S NURSERY** Pembine, Wis.

year will enable more nurserymen to attend, also, as three days was too long a time for many to be gone from home.

President Leonard M. Riggs advises that the program has been made up this year to include topics of vital interest to nurserymen and to allow time for discussion of them. Secretary White is in close touch with developments at Washington, D. C., and will be asked to advise on the arising topics of interest.

AUGUST 10, 10:30 A. M.

Convention called to order by President Leonard M. Riggs.

Invocation.

Address of welcome, by J. B. Baker, Sr., Baker Bros. Nursery Co., Fort Worth. Response, by Allen Bostick, president of Texas Rose Nursery Association, Tyler. President's address, by Leonard Riggs. Introduction of guests.

Report of secretary-treasurer, by Jesse Breedlove, Breedlove Nursery Co., Tyler. Committee reports, by chairmen:

Legislative (including special committee on tax investigation), by J. M. Ramsey, Austin.

Special horticultural, by A. C. P. Tyler, Beaumont.

Obituary, by Phil Schertz, San Angelo. Membership, by L. L. Dean, Tyler.

Publicity, by Miss Wilma Gunter, Beaumont.

Tax-supported nurseries, by E. L. Baker, Fort Worth.

Transportation, by George F. Verhalen, Scottsville.

Trade barriers, by Harvey Mosty, Kerrville.

Nomenclature, by S. H. Yarness, College Station.

Finance, by Eugene Howard, Austin.

Appointment of special convention committees.

Announcements, by Bob Baker, Fort Worth, general chairman arrangement committee.

AUGUST 10, 2:30 P. M.

Address, by J. Frank Sneed, Oklahoma City, vice-president, American Association of Nurserymen.

"The Victory Garden Campaign and the Nurseries' Part," by Steve Verhalen, Scottsville.

"Hints to the Nurseryman on Housing Planting," by Paul Teas, Teas Nursery Co., Houston.

"New Selling Ideas for the Nursery and Landscape Business," by John Sarver, Sarver Nursery Co., Dallas.

Round-table discussion: Your most important problems.

AUGUST 10, 7:30 P. M.

Buffet supper and evening entertainment, Blackstone hotel.

AUGUST 11, 8:30 A. M.

Annual meeting, Texas chapter, A. A. N. Convention called to order at 9:30 a. m. Miscellaneous business.

"The Nursery Industry Today," by Richard P. White, Washington, D. C.

Presentation of Arp Nursery annual award for achievement in T. A. N.

AUGUST 11, 2 P. M.

Final business session.

Reports of special committees.

Election of officers.

New business.

Selection of 1944 meeting place.

## NORTHERN-GROWN STOCK

Specimen Evergreens  
B&B

Evergreen Liners

Hardy Fruit Trees

Ornamental Shrubs  
and

Fruit Trees

**J. V. BAILEY NURSERIES**

Dayton's Bluff Station  
St. Paul 6, Minn.

## SPECIMEN TREES

2000 to 4000 each: Bolleana and Lombardy Poplars, Chinese Elm, Soft Maple, Red Oak, American Ash in sizes 6 to 8 ft. and up to 16 ft. in height.

2000 Pfitzer Juniper, 24 to 30 ins.

1000 Juniper Glauca, Canadensis, Hill's Dundee, Keteleeri, Irish, Burki, Virginiana, 3 to 4 ft., 4 to 5 ft. and 5 to 6 ft., well sheared specimens.

500 each: Pear and Apple in 4 and 5-year-old bearing-age trees.

**Egyptian Nursery & Landscape Co.**

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## WE OFFER FOR 1943

our usual line of

SHRUBS EVERGREENS  
FOREST AND SHADE TREES  
VINES AND CREEPERS  
NATIVE PLANTS

Write for Trade List

**FOREST NURSERY CO., INC.**

J. R. Boyd, Pres. McMinnville, Tenn.

## FOR SALE

Entire Nursery Stock of one farm of

**WM. E. WENTZELL NURSERY**

Consists of about 90,000 pieces of different assortments, some 5 and 6-year-old and some 3 and 4-year-old Shade Trees, Flowering Shrubs, Evergreens, Azaleas, etc. Will give one year to take off. To be sold very reasonably to one or more customers. Have state inspection for 1943 and 1944. For further information write

**Wm. E. Wentzell Nursery**

F. O. Sewell, N. J.

## Lining-out Evergreens

Good assortment of standard varieties.  
Price list on request.

**SCOTCH GROVE NURSERY**  
SCOTCH GROVE, IOWA



## Picnic at Palo Alto

The picnic meeting of the Central California Nurserymen's Association was held at Flood park, in Palo Alto, July 15. The attendance was the best in many years, and it was estimated that about 100 persons, including the youngsters, were present at some time during the afternoon.

At this meeting it is taboo to talk business, either about it in the past or the expectation of the future. The size of the crowd and the well filled picnic baskets and the general atmosphere of seriousness yet ease told more than a book full of words that the nurserymen in the San Francisco bay area have had a good year and, as long as they can get materials and labor, expect good times to continue. The entertainment included swimming in the magnificent new pool, horseshoes and the annual ball game between the nurserymen and the salesmen who call on them.

The umpire in chief for the ball game was Oran Stocker, of the Leonard Coates Nurseries, San Jose. He called the balls and strikes for both of the hotly contested innings and declared the nurserymen the winners by a score of 22 to 21. This is the same score that has ended the games for a number of years and the nurserymen have always won; so judging from the past, the umpire was probably correct. Mrs. Stocker, who aided in the scoring, did not agree with her husband in the final count, but she may have lost track of a few of the runs scored by the salesmen while she doctored an ankle hit by a bat that slipped out of the hand of one of the salesmen who was trying to knock another home run in the second inning.

Fred Hagerstrom, of the West Coast Nursery, Palo Alto and San Francisco, did the pitching for the nurserymen, and Lew Crain, of the Pacific Guano Co., Berkeley, threw them in for the salesmen. Both pitchers lasted the entire game. Clarence Perkins, of Jackson & Perkins Co., was behind the bat for the nurserymen and surprised everyone by catching or retrieving nearly every ball that got past the batters. Gordon Cortwright, of the East Bay Nursery, Berkeley, celebrated the arrival of his first daughter by knocking out one of the home runs and scoring at least three men ahead of him. Jack McDonnell, president of the state association, claimed that he played errorless ball, and since he did not accept a chance there was no way to contradict his argument. Jim

Wilson, of Peters & Wilson, Millbrae, provided the comedy before and after the game, and it was a toss-up which the spectators enjoyed more. The spectators were all admiring wives and young sons and daughters, and they cheered all good plays, thus making sure of cheering at the right time.

Everyone had a good time and was well tired out when the gathering disbanded. Two who were most tired were those who had done the yeoman work. These were Charles Burr, of the California Nursery Co., Niles, and Bert Plath, of H. Plath & Sons, San Francisco. They had gone to the picnic grounds several hours before the group arrived and had started fires in several of the barbecue pits, cleared the swimming pool for the nurserymen, laid out the ball field and brought over the balls, bats, soft drinks and other essentials for a successful picnic. Charles Burr is secretary of the association and as the result of his efforts it was informally but unanimously agreed that his salary be doubled. As this is expressed entirely in goose eggs, the increase will not materially affect his income tax payment.

The next meeting will be held at Niles, September 8. Niles is the home of the California Nursery Co. and the restaurant all the nurserymen make an especial effort to get to when in that vicinity, because of the splendid menu. W. B. B.

### VIRGINIA MEETING.

[Continued from page 19.]

ident of the Dombrower Advertising Agency, Richmond, stressed the importance of advertising and promoting sales programs while there are more consumer dollars than ever before. He suggested that nurserymen undertake advertising programs that will build good will and prestige for the industry.

Lloyd Williams, of the Richmond office of the Federal Housing Admin-

istration, told of the importance placed by his agency on the landscaping of homes and the likelihood that this would receive more consideration by developers and the public in postwar building.

In his talk on the guarantee of nursery stock, John Williams, of Williams & Harvey Nurseries, Richmond, declared that nurserymen had got into difficulties by guaranteeing plants outright for thirty days, since few customers made the necessary effort to care for plants properly, even when instructed. Even though inspection revealed easily that the plant had not had the proper attention, the nurseryman could not question the customer's word. His talk inspired the membership to vote a modified form of the guarantee previously adopted by the association. The revised form reads as follows:

"We give no guarantee on landscape plantings, either express or implied, except as follows: Any plant material furnished and planted by us that fails to live through the first

## DWARF CONIFERS

**PICEA ABIES** (excelsa). These dwarf Spruce are admirably suited to the formal garden as well as to the alpine and rock gardens.

All B&B.

<b>Clanbrassilliana</b>	10	100
6 to 8-in. spread.....	\$10.00	\$90.00
8 to 10-in. spread.....	15.00	125.00

<b>Procumbens</b>	8.50	75.00
6 to 8-in. spread.....	11.00	100.00
8 to 10-in. spread.....		

Our Retail Catalogue and Wholesale List offers many new and rare plants, bulbs and shrubs, such as *Dicentra formosa* Sweetheart; *Anemone pulsatilla* macropphylla, *Ranunculus crenatus*, complete collection of *Campanulas*, *Saxifraga*, *Primulas* and spp. *Iris*.

**WM. BORSCH & SON**  
MAPLEWOOD, Box A. N., Ore.

### Headquarters for . . .

Fruit and Shade trees with vigorous roots and sturdy stems.  
Flowering trees, Weeping trees.  
Shrubs, Roses, Small fruits.  
Catalogue on request

**RICH & SONS NURSERY**  
Route 4 Hillsboro, Oregon

## PYRACANTHA DUVALI

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A Striking Plant for Nursery Display

Write or call

### MOUND NURSERIES

Route 2, Box 199, Ventura, Calif.

Telephone 5512

### LEONARD COATES NURSERIES

Box 231, San Jose, Calif.

Telephone Santa Clara 600

growing season after planting will be replaced by us at one-half of the original cost, provided the account has been paid in full according to terms of sale."

David E. Laird, Richmond, secretary-treasurer of the association for the past two years, was elected president. S. N. Griffith, of W. T. Hood & Co., Richmond, capable chairman of the program committee for the meeting, was chosen vice-president, and Max Lindsay, of Greenbrier Farms, Norfolk, was elected secretary-treasurer.

#### Notes.

At a meeting of the Virginia chapter of the American Association of Nurserymen, E. M. Quillen, Waynesboro, the retiring delegate, presided. As the delegate to the next A. A. N. convention was chosen J. D. Yeatts, Martinsville, retiring president of the Virginia association. As alternate was selected Fred Shoosmith, Richmond.

Owen G. Wood, Bristol, telegraphed his regret at being kept away from the meeting by work on the defense housing project at Savannah, Ga.

#### LANDSCAPING AND FHA.

The importance of landscaping is fully appreciated by the Federal Housing Administration, and sponsors of housing projects are encouraged to discuss the matter fully prior to actual construction. Developments now under way, and for many months, have been primarily for war housing purposes and in defense areas only. Particular reference, of necessity, has been made to relatively low-cost homes. This has limited the amount of outlay available for landscaping, street improvements and other important factors. Future, postwar requirements will be materially revised.

Among the subdivision requirements usually made when a sponsor secures a commitment for insurance is that a landscape plan be submitted. This is, in turn, generally forwarded to our technical office in Atlanta for review. Some difficulty has been experienced because of the fact that certain sponsors were securing plans and bids from several nurseries and in turn attempting to secure approval by our office on each of them. This was obviously unfair to everybody concerned—except the sponsors. This

Excerpts from talk by Lloyd Williams, of Richmond office of Federal Housing Administration, before the Virginia Nurserymen's Association, at Richmond, July 14.

## PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE Avery H. Steinmetz PORTLAND, OREGON

### Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES

10,000 NORWAY MAPLE  
Well branched 6 to 8 ft.  
and 8 to 10 ft.  
We have never offered finer  
stock.  
SPECIAL PRICES  
FOR QUANTITY

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FAIRVIEW, OREGON

Wholesale Only

#### GOOD WESTERN-GROWN NURSERY STOCK

Fruit Tree Seedlings  
Flowering Ornamental Trees  
Shade Trees

Grown right and packed right.

Combination carloads to Eastern  
distributing points will save you  
on freight.

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A. Miller & Sons, Incorporators

MILTON—Since 1878—OREGON

#### OUR SPECIALTIES

Birches—Flowering Cherries, Crabs and  
Plums—Chinese Elm—Hawthorne—Lilacs—  
Lindens—Flowering and Globe  
Locusts—Columnar, Globe, Norway and  
Schwedler Maples—Mountain Ash—Oregon  
Grape—Oriental Plane—Willows.

#### FRUIT TREE SEEDLINGS

Send us your Want List for Quotations.  
Combination Carloads to Eastern  
distributing points at minimum freight  
cost

#### A Complete Line of OREGON-GROWN NURSERY STOCK

Norway Maple—Schwedler Maple  
Birch—Hawthorn  
Flowering Crabs  
Flowering Plums  
Flowering Cherries  
Mountain Ash

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PORTLAND, OREGON

#### California Field-grown ROSEBUSHES

Dependable

Howard Rose Co.  
HEMET, CALIFORNIA



#### PACIFIC COAST NURSERY

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We have all varieties of Fruit Tree  
Seedlings and 1 and 2-year Shade Trees.  
Remember your old pal, John Holmason.



#### SHERWOOD NURSERY CO.

EVERGREENS Propagators & Growers  
141 S. E. 65th Avenue PORTLAND, ORE.

#### OREGON'S BEST SOURCE OF GOOD ROSES

is

#### PETERSON & DERING, INC.

Wholesale Rose Growers  
Scappoose, Oregon  
1943 List Now Ready.

has been overcome, we believe, by permitting only one plan to be submitted.

The typical landscape plan for low-cost war housing, depending on size, type and location, has consisted of from eight to fifteen 18-inch to 24-inch shrubs, with two or three 1½-inch to 2½-inch trees being used. Pin oaks, maples and elms have predominated among the trees. Some difficulty has been experienced by sponsors attempting to plant the shrubbery themselves. This has resulted in some instances in tall shrubs in front of windows and shrubs placed too close to houses, etc. While the importance of flowering shrubs is understood, the use of too many of these rather than more evergreens is a matter which should be given consideration when planning the layout.

Then, too, the problem of the proper planting time arises. The builders, being anxious to complete their projects, have often insisted on planting the shrubs irrespective of time and weather conditions. They are being encouraged to escrow funds for this purpose if the season prohibits planting in order to insure the life of the shrubs and trees, rather than to depend on a guarantee.

The question of approval of actual planting recently arose. This was with particular reference to a large project. The landscape engineer was naturally concerned about the planting's coinciding with the plan. This may be answered by the assurance that the final inspection will be made by one of our experienced landscape men from Atlanta or Washington, subject to the plan which has been previously agreed upon.

The Federal Housing Administration is interested in cooperating with developers, builders and their technical consultants in obtaining high standards in land development. It is believed that the end of the war will see an unprecedented building program, and much greater emphasis will be placed on the necessity for improved subdividing, including therewith additional and improved landscaping for lots, streets and park areas.

### ROSE REGISTRATIONS.

The American Rose Society's registration committee has approved applications for registration of the following roses. Notice of these registrations has been sent to rose organizations in foreign countries and trade papers.

If no objections are raised before August 7, 1943, the registration of

these names will become permanent as of that date, states R. Marion Hatton, secretary:

**Red Camellia.** Hybrid polyantha. A seedling of Baby Chateau x Folkestone, originated by Max Krause, Hasloh, Holstein, Germany. Plant is described as upright, with stiff, dark green foliage. Blooms freely. Ovoid buds opening to full-rose flowers three and one-half to four inches across, with twenty to thirty petals of orange scarlet. Slight fragrance. Blooms borne clustered and singly and said to last well. Claimed to be entirely different from other varieties.

**Red Sweetheart.** Hybrid polyantha. A seedling from an intercrossing of Cecile Brunner seedlings, originated by Alfred Krebs, Montebello, Cal. Plant described as bushy, with fine foliage. Free-blooming. Pointed buds opening to high-centered flowers two inches across, with twenty-five petals of crimson carmine. Moderately fragrant. Blooms several together, freely. Claimed to be a red form of Cecile Brunner, with a great abundance of foliage.

**Shangri-La.** Hybrid tea. A seedling of Mrs. J. D. Eisele x President Herbert Hoover, originated by Howard A. Smith, Montebello, Cal. Plant described as vigorous and upright, with leathery, green foliage, blooming freely. Hardiness normal. Long, pointed buds opening to high-centered blooms four to five inches across, with about thirty-five petals of uniform silvery pink. Strong fragrance. Blooms several together profusely. Claimed to be a strong grower, compact in habit, wonderfully free in bloom and distinct in color value.

**Commando.** Hybrid tea. Seedling of Mrs. J. D. Eisele x Glowing Sunset, originated by Howard A. Smith, Montebello, Cal. Plant described as upright, with light green foliage, and hardy. Long, pointed buds opening to fully double blooms, with well placed petals. The flowers average five inches across, with thirty to thirty-five petals of orange buff suffused pink. Moderate fragrance. Blooms singly and freely, above normal. Claimed to be a distinct and telling shade of color. An easy doer, with vigor of growth combined with splendid habit.

**Navigator.** Large-flowered climber. Seedling of Rosa Souleana x Radiance, originated by George F. Verhalen, Scottsville, Tex. Climbing plant, with abundant, normal green, medium large foliage, which has been clean without black spot. Vigorous growth. Has been uninjured by cold so far. Medium globular buds opening to blooms two-thirds the size of Radiance and exactly like that rose in form. Twenty-six petals in an exact duplicate of Radiance. Moderate fragrance. Borne both singly and several together. Blooms abundantly in April and May only, in Texas, although it has an occasional flower during the summer and fall. The first bloom is good and lasts from three weeks to a month. Claimed that there is no other large-flowered climber of this type covered with an abundance of the popular Radiance flower.

**Fern Roehrs.** Large-flowered climber. A sport of Paul's Scarlet Climber, originated by Julius Roehrs Co., Rutherford, N. J. A climbing plant with serrated foliage, with the same growth and hardiness as parent. Bud resembles that of a hybrid tea and opens to a fully double bloom two to three inches across, with eighty to 105 petals of deep scarlet to crimson. Has a slight fragrance of the wild rose. Flowers are borne several together, freely. Petals tend to dry on plant rather than drop. Claimed that it is a fully double sport of Paul's Scarlet Climber, with four times the number of parent's petals.

## CLASSIFIED ADS

Five lines, \$1.00.

each additional line, 20 cents,  
per insertion.

Let these little liners move  
your stock easily and cheaply.

### EVERGREENS—Specimen

**SPECIMEN EVERGREENS.**  
Excellent stock for October shipment with J. B. certificate in carload lots.  
Taxus Cuspidata, 15 ins. to 8 ft.  
Taxus Cuspidata Capitata, 2½ to 12 ft.  
Taxus Media Hickel, 1½ to 3 ft.  
Taxus Nana (brevifolia), 1 to 2½ ft., and many other items. Ask for prices.  
**BULK'S NURSERIES, Babylon, L. I., N. Y.**

### BERRY PLANTS

**MR. NURSERYMAN.**  
We are now booking orders for fall and spring delivery of Strawberry, Boysenberry and Raspberry plants. Supply limited.  
**V. F. BASHAM, Mountaintop, Ark.**

### HARDY PLANTS

**PACHYSANDRA**  
2½-in. pots, \$60.00 per 1000.  
**NICK'S NURSERY, Anchorage, Ky.**

Peonies: Tree and Herbaceous, best varieties.  
Oberlin Peony Gardens, Sinking Spring, Pa.

### LINING-OUT STOCK

**PIERIS JAPONICA**, 8 to 12 ins., 25c; 12 to 15 ins., 50c; 15 to 18 ins., 75c; 18 to 24 ins., \$1.00. **Leucothoe** Cat., 15 to 18 ins., 75c; 18 to 24 ins., \$1.00. **Enkianthus** Camp., 18 to 24 ins., \$1.00; 40 acres choice Landscape Material.  
**ALANWOLD NURSERY, Neshaminy, Bucks Co., Pa.**

### SEEDS

### NEMATODE-RESISTANT PEACH SEED.

U.S.D.A. Introductions from India and China. Shaili and Yunnan 55885 and 55886. Harvesting now completed and orders being filled.

### KIRKMAN NURSERIES,

P. O. Box 809,

Tracy, Cal

### SHRUBS and TREES

#### BOXWOODS

May be successfully transplanted through the fall. **BUXUS** sempervirens (standard Boxwood), transplanted, puddled roots:

	Per 100 Per 1000
4 yr., 6 to 8 ins. ....	\$10.00 \$90.00
5 yr., 8 to 10 ins. ....	16.00 150.00
6 yr., 10 to 12 ins. ....	25.00 225.00
7 yr., 12 to 15 ins. ....	45.00
15 to 18-in. Specimens—Balled and Burlapped:	
	Per 10 Per 100
	\$9.00 \$80.00
18 to 24 ins., Balled and Burlapped Specimens:	
	Per 10 Per 100
	\$15.00 \$125.00

**Suffruticosa (Dwarf Boxwood):**  
Per 100 Per 1000  
4 yr., 4 to 6 ins. .... \$12.00 \$100.00  
5 yr. .... 20.00

15 to 18 ins., B&B. Specimen Suffruticosa plants each, \$2.75; per 10, \$25.00.

**WAYNESBORO NURSERIES, INC., Waynesboro, Va.**

### LILACS

Our collection contains 90 per cent of the list published by the Association of Botanical Gardens as "the very finest."

1-yr.-old .....	\$0.25
1½ to 2 ft. ....	.50
2 to 3 ft. ....	.75
3 to 4 ft. ....	1.00
4 to 6 ft. ....	1.75

(Rushy plants.)

### BAGATELLE NURSERY,

Huntington Station, L. I., N. Y.

### RHODODENDRON HYBRIDS

12 to 15 ins. ....	\$1.00	2 to 2½ ft. ....	\$2.75
15 to 18 ins. ....	1.50	2½ to 3 ft. ....	3.75
18 to 24 ins. ....	2.00	3 to 3½ ft. ....	5.00

and larger.

### BAGATELLE NURSERY,

Huntington Station, L. I., N. Y.

### ENGLISH ELM (Ulmus Campestris).

Ground must be vacated next spring. Block of finished shade trees, caliper 1½ to 3 and 2 to 2½-inch. Priced less than production cost.

**SWINK NURSERY CO., Swink, Colo.**

Early-bearing bred-up budded and grafted papershell Pecan trees, Peach, Pear, Figs, Grapes, Plums, Apples, Strawberries, Youngberries, Boysenberries. New Crop Pecan Nuts. Catalogue free.  
**BASS PECAN CO., Lumberton, Mississippi.**

If you don't find what you want  
try a Classified Ad  
under the heading "Wanted."

It's cheaper than mailing out a want list.

### WANTED

**WANTED.**  
**DAVIDIA INVOLUCRATA.**  
Trees and seed.  
**JOHN RICK, Reading, Pa.**

488 Penn St.,

**WANTED—50,000 BULBS.**

Tulips, Narcissus, Hyacinths, Crocuses, etc., for fall catalogue. DEAL direct with growers.  
**MATHEWS NURSERY, Gary, Ind.**

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**LEAF MOLD, GOOD QUALITY.**

\$1.25 per 2-bu. bag, \$16.50 per ton, sacked. Car, \$13.50 per ton, loose. F.O.B. Stover, Mo.  
**R. BLACKMAN, STOVER, MO.**



## THERE IS A SUBSTITUTE For BURLAP SQUARES And We Have It

Reasonably Priced  
Prompt Delivery  
Write for Sample

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INCORPORATED  
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SQUARES and ROLLS ☐

**RIGHT** { Packing  
Size  
Price

Write for prices and samples.

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## HILL'S BOOK OF EVERGREENS

This beautifully illustrated book answers every question about evergreens. Produced by America's leading evergreen nursery with a background of 80 years' experience.

Fifty chapters, including complete information on uses, descriptions, propagation, historical and cultural information pertaining to evergreens.

Cloth bound, 7x9½ inches, containing 320 pages and 360 illustrations, 45 in full color. \$3.50 postpaid.

Order from

American Nurseryman  
343 S. Dearborn St., Chicago 4, Ill.

## WANT ADS

Help and Situation Wanted  
and For Sale advertisements.

\$2.25 per inch, each insertion.

## HELP WANTED

Plantsman, familiar with the better class evergreens to direct a crew of men on landscape jobs for modern nursery located in western Pennsylvania.

Address No. 263, care American Nurseryman, 443 S. Dearborn St., Chicago, Ill.

## HELP WANTED

Experienced fruit tree nurseryman who understands budding and grafting. Write for details. Year-around work.

Address No. 267, care American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

## SOUTHWESTERN NEWS.

Ernest H. Haysler, Cloverset Flower Farm, Kansas City, Mo., is quitting business for the duration. He explains: "In the first place, my son, who had charge of the pot factory as well as the part of our business outside of the office, has been in the service since last November. Last April, I had an attack that nearly knocked me out of the business, and the doctor's orders are that I must take a rest. Our labor situation is such that we have only three men left in our nursery, the others having gone into defense work or to war. Our business not being essential to the war effort, we are unable to buy paper boxes, and when our supply of wire is exhausted we shall not be able to get any more. We abandoned our nursery early last spring and our greenhouses were closed in June. We are going to quit the nursery business for the duration of the war, and while we had hoped we could keep the pot business going, we do not want to make any promises because of the situation as mentioned above. Therefore, until the war is over, we can rightfully say that Cloverset pots have gone to war."

Edwin J. Stark, of Stark Bros. Nurseries, Louisiana, Mo., has been selected state chairman for the Missouri war chest drive to be made in October.

The state highway commission of Kansas is advertising for bids on two roadside improvement projects in Atchison, Jackson and Cowley counties.

Spring and early summer rains were so widespread throughout the southwest that we were surprised to receive the following report from J. W. Ramsey, Ramsey's Austin Nursery, Austin, Tex., under date of July 13: "Since December, and up to the present time, we have had a dry season. Have had some rains in the past week, with prospects for more."

Another dry area was discovered at Oklahoma City, Okla. J. Frank Sneed, of the Sneed Nursery Co., reported under date of July 21: "We are going through a dry spell and it is hard to tell how quite a lot of stock will make up by fall."

Leo Conard, Stigler, Okla., secretary of the Oklahoma State Nurserymen's Association, reports that the executive committee met at Oklahoma City recently and decided not to have a summer meeting this year. However, the midwinter meeting is planned for January 7 and 8, 1944.

Carl Hansen, Brookings, S. D.,

## Send for New Seed List.

**A. B. C.**

**"Supreme" Quality**

SEEDS — PLANTS — BULBS  
and  
Growers' Accessories

**AMERICAN BULB CO.**

1335 W. Randolph St. CHICAGO 7  
31 W. 27th St., NEW YORK 1

## TULIP BULBS

Grown in Hi-Altitude

Produce Extra Large Blooms  
On Extra Long Stems

Grown Right—Priced Right

August Delivery  
Write for list and prices

PLANTING STOCK:

Inglescombe Yellow, \$5.00 bu.  
Clara Butt, \$7.50 bu.

Hart Landscape Nurseries  
Pocatello Idaho

## DeLuxe Pansies

Garden State Giants

This superb strain combines immense flowers with petals of heavy substance and sturdy stocky plants, dark green foliage and a remarkable resistance to summer heat, together with a fine color range containing many of the rich reds and purple shades. Truly a Pansy that will sell, when others go begging.

Tr. Pkt., 75c; ¼ oz., \$1.50; ½ oz., \$2.50;  
oz., \$9.00

Somerser Rose Nursery, Inc.

P. O. Box 605 New Brunswick, N. J.

## North Dakota and Montana Seeds

Northern-grown Tree, Shrub and Wild Flower seeds. Wholesale crude botanicals.

E. C. MORAN Stanford, Mont.

## PEACH PITS

Our Pits Compare Favorably  
With the Best

HOGANSVILLE NURSERIES  
HOGANSVILLE, GEORGIA

## PEACH PITS

1943 crop

TENNESSEE NURSERY CO.

Box 1 Cleveland, Tenn.

## WILD FLOWERS and FERNS

For Fall Planting

Free Catalogue

WAKE ROBIN FARM  
Hemp, Pa.

## PLATE BOOKS for Nurserymen

**Book A.** Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 75c each.

**Book B.** Condensed edition, 120 items illustrated in full color. Price in small lots, 35c each.

### Descriptive Nursery Catalogue

Nicely illustrated, 48 pages and cover. 18c each in small lots.

Will send sample copy of each of the above on receipt of \$1.25. Cash, with order.

### Correct Planting Methods

A pocket-size 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

### Made to Order

Catalogues, Folders, etc., with illustrations in full color or one color. Thousands of engravings available. Send your specifications or samples for estimate and suggestions.

**A. B. MORSE COMPANY**  
ST. JOSEPH, MICHIGAN

## WOOD LABELS

For Nurserymen

**DAYTON  
FRUIT TREE LABEL  
CO.**

Ray and Kiser Sts. DAYTON, O.

## CUT PLANT LOSSES

For windbreaks and for protection against excessive sun and rain, Dandux Canvas is No. 1 choice of many leading nurseries. Stock covers and tarpaulins do most jobs, but we're equipped to produce special screens and covers to meet your individual needs. Our own duck mill and our national organization assure you low cost, dependable service.

### C. R. DANIELS, INC.

Manufacturers of Everything of Canvas  
NEW YORK CHICAGO LOS ANGELES  
Boston Cleveland Newark  
Buffalo Detroit Philadelphia  
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**Write for FREE Catalog!**



Nursery Spades, Knives and Pruning Shears, Budding and Grafting Supplies, Tree Surgery and Lawn Equipment.

50 page catalogue free—write,

**A. M. LEONARD & SON**  
Piquette, Ohio

accompanied by Mrs. Hansen, made a buying trip through Iowa and Kansas early in July.

Carroll W. Wilson, manager of the Jacksonville, Tex., branch of C. E. Wilson Nurseries, left about the middle of July on a three or four weeks' business trip to the east.

Sarber Nurseries, Topeka, Kan., are remodeling their offices. A room for storing and packaging garden seeds has been added.

J. E. Conard, Conard Nurseries, Stigler, Okla., accompanied by Mrs. Conard and their daughter, Edna, visited relatives at Ottawa and Topeka, Kan., during July.

Paul Stark, Stark Bros. Nurseries, Louisiana, Mo., attended the ornamental growers' meeting at Cleveland, O., July 9. The following week he went on to New York to attend a conference of the National Victory Garden Institute, of which he is president. Mr. Stark also went to Washington, D. C., on business before returning home.

Harley J. Deems, of the Sherman Nursery Co., Charles City, Ia., was at Tyler, Tex., about the middle of July. There at the same time was Joe Whelan, of Lake's Shenandoah Nurseries, Shenandoah, Ia. Joe Whelan recently returned to his home at Glen Ellyn, Ill., from a trip of several weeks that took him through the southern states, including Tennessee, Alabama and Texas.

C. C. Smith, secretary of the Western Association of Nurserymen, reports that the program committee has already started work on the program for the next meeting, which will be held at Kansas City, January 4 to 6. He says, "The Western association continues to be a strong association made up of 100 members from the leading nurseries in the midwestern states."

### ANNINGER PROMOTED.

R. J. (Rudy) Anninger, who has been with the firm of W. B. Clarke & Co., San Jose, Cal., for over twenty-five years, has been promoted to the position of sales manager. For the past twelve or fifteen years he has called on the nursery trade in Washington, Oregon, Utah and northern California. In addition to his former territory, he will in the future call on the trade in southern California.

Because of the wartime restriction on traveling, James F. Clarke has found it impossible to make his annual trip to the Atlantic coast this season, but he plans to resume it as soon as conditions permit.



Carpenter will meet your needs. Jute twine available on Agricultural Certification. Other tie materials on hand.

## CARPENTER Nursery Twine

Means Dependability of Nurserymen's Twine Headquarters



Write for details and prices on Nursery Twines.

**GEO. B. CARPENTER & CO.**

## LABELS FOR NURSERYMEN

**THE  
BENJAMIN CHASE  
COMPANY**  
DERRY, N. H.

## RAFFIA FOR BUDDING and TYING

We can offer for immediate shipment "CONGO" RAFFIA

Send for Prices

**Thomas B. Meehan Co.**  
DRESHER, PA.

## MICHIGAN PEAT

The HIGH NITROGEN PEAT which saves labor, fertilizer, money!! Not all 100-lb. bags are the same. Our 100-lb. bag is huge and worth few cents' difference.

COMPARE—Order Michigan Peat Today! Each  
1-10 bags (100-lb. size) ..... \$1.25  
11-99 " " " " ..... 1.10  
100-400 " " " " ..... 1.00  
Carlots, bulk, 50 cubic yards, \$3.00 yard.  
F.O.B. Plant, CAPAC, MICH.

**AMERICAN SOIL SPONGE SELLING CORP.**  
267 Fifth Ave., New York City, or Capac, Mich.

## PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, 25c per copy  
American Nurseryman Chicago



Japanese Yew (Taxus)

**3-oz. can - \$1.00****1-lb. can - 4.00**

(One pound makes 160 to 1600 gallons of solution for transplanting.)

Write us today for our special proposition to nurserymen.

**ESPECIALLY NOW!**

**IT IS IMPORTANT TO CUT  
DOWN TRANSPLANTING  
LOSSES AND TO LENGTHEN  
YOUR SEASON - - - -**

Nurserymen Are Finding That

**TRANSPLANTONE**

Reg. U. S. Pat. Off.



is invaluable today in helping to cut down operating costs and to maintain a high volume level.

By using TRANSPLANTONE on all plants when they are moved, you can reduce your losses to the very minimum—especially in unfavorable seasons.

Just soak the soil around the roots of the newly moved plant with TRANSPLANTONE solution. With bare-root plants, nurserymen are getting excellent results by soaking them in a barrel of TRANSPLANTONE solution overnight before planting.

Treat broad and narrow-leaf evergreens, deciduous trees and shrubs with TRANSPLANTONE solution for reducing loss and promoting strong, vigorous growth right through the season. The treatment will not interfere with proper hardening of the wood before winter.

**AMERICAN CHEMICAL PAINT COMPANY**

Horticultural Division A-53

Ambler, Penna.

**GENUINE MOSS PEAT**

Hydraulic pressed bales and smaller resale packages. Sphagnum Moss, Cultivated Peat Humus.

Shipped from Northern plant at Floodwood, Minn., and Hanlontown, Iowa. Annual capacity 1,000 carloads.

Now booking for present and future deliveries.

Write or wire for quotations.

**Colby Pioneer Peat Co., Inc.**  
Hanlontown, Iowa

## GENUINE BURLAP SQUARES

**100,000**

Ready for shipment.

Size 24x24 ins., at **\$28.85 per 1000**

F. O. B. Richmond, Va.

No priority required at present.

Enclose payment with order.

**ACORN BAG & BURLAP CO.**

Water & Ash Sts. at Buxton Lines Wharf

**RICHMOND, VA.**

**ATTENTION NURSERYMEN!**

**IMP.  
SOAP  
SPRAY**

Use 1 part with 25 to 40 parts of water

Ask your nearest seedsman, or write for literature.

**THE AMERICAN COLOR AND CHEMICAL CO.**  
170 Purchase St. Boston, Mass.

**Old English BOXWOOD**

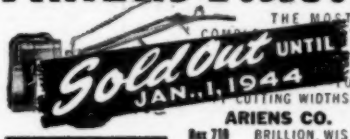
(Wholesale Only)

All slow-grown dense specimens. Red clay soil. Priced by height and spread. 18x12 ins. to 24x22 ins. in unlimited quantities. Also large specimens up to 5 ft. Write for price list.

**BOXWOOD GARDENS**

Mrs. R. P. Royer

High Point, N. C.

**ARIENS-Tiller**



# Hill's Evergreens

## List of Selected Items for Lining Out

We are now booking orders for delivery this coming fall and spring.

	Each Per			Each Per	
	100	1000		100	1000
Blue Columnar Chinese Juniper .....Grafts	\$0.325	\$0.30	Colorado Spruce ..... 4 to 6 ins. x	\$0.08	\$0.07
Keteleer Juniper .....Grafts	.325	.30	Colorado Spruce ..... 6 to 8 ins. x	.09	.08
Keteleer Juniper .....18 to 24 ins. xx	.65	.60	Mugho Pine ..... 4 to 6 ins. xx	.16	.14
Pfitzer Juniper .....10 to 12 ins. xx	.20	.175	Mugho Pine ..... 6 to 8 ins. xx	.18	.16
Pfitzer Juniper .....12 to 15 ins. xx	.275	.25	Mugho Pine ..... 6 x 6 ins. xx	.30	.275
Pfitzer Juniper .....15 to 18 ins. xx	.325	.30	Austrian Pine ..... 6 to 8 ins. x	.07	.06
Golden Pfitzer Juniper..... 8 to 10 ins. xx	.16	.15	Austrian Pine .....10 to 12 ins. xx	.18	.16
Golden Pfitzer Juniper.....15 to 18 ins. xx	.35	.325	Ponderosa Pine ..... 8 to 10 ins. o	.04	.035
Green Sargent Juniper.....12 to 15 ins. xx	.60		White Pine ..... 4 to 6 ins. o	.03	.025
Andorra Juniper .....10 to 12 ins. xx	.20	.18	Scotch Pine .....18 to 24 ins. xx	.25	.23
Japanese Juniper .....12 to 15 ins. xx	.60		Douglas Fir ..... 8 to 10 ins. xx	.16	.14
Savin Juniper .....15 to 18 ins. xx	.45		Douglas Fir .....10 to 12 ins. xx	.18	.16
Chandler's Silver Juniper.....Grafts	.325	.30	Douglas Fir .....12 to 15 ins. xx	.20	.18
Silver Glow Juniper.....18 to 24 ins. xx	.55		Upright Japanese Yew.... 6 to 8 ins. x	.16	.14
Meyer Juniper .....Grafts	.325	.30	Upright Japanese Yew....10 to 12 ins. xx	.25	.23
Meyer Juniper .....10 to 12 ins. xx	.60		Upright Japanese Yew....12 to 15 ins. xx	.30	.275
Hillbush Juniper, dark green .....Grafts	.325	.30	Spreading Japanese Yew.. 8 to 10 ins. xx	.22	.20
Hillbush Juniper, dark green .....12 to 15 ins. xx	.60		Spreading Japanese Yew..10 to 12 ins. xx	.24	.22
Burk Juniper .....Grafts	.325	.30	Brown's Yew ..... 6 to 8 ins. xx	.22	.20
Burk Juniper .....18 to 24 ins. xx	.60	.55	Brown's Yew ..... 8 to 10 ins. xx	.24	.22
Canaert Juniper .....Grafts	.325	.30	Hatfield Yew ..... 6 to 8 ins. xx	.22	.20
Canaert Juniper .....18 to 24 ins. xx	.65	.60	Hatfield Yew ..... 8 to 10 ins. xx	.27	.25
Hillspire Juniper .....Grafts	.325	.30	Hill Pyramidal Yew..... 4 to 6 ins. x	.14	.12
Hillspire Juniper .....18 to 24 ins. xx	.65	.60	Hill Pyramidal Yew..... 8 to 10 ins. xx	.24	.22
Silver Juniper .....Grafts	.325	.30	Hick's Yew ..... 6 to 8 ins. x	.12	.10
Silver Juniper .....18 to 24 ins. xx	.65	.60	Hick's Yew ..... 8 to 10 ins. xx	.18	.16
Dundee Juniper .....Grafts	.325	.30	Hick's Yew .....10 to 12 ins. xx	.22	.20
Dundee Juniper .....12 to 18 ins. xx	.60	.55	Hick's Yew .....12 to 15 ins. xx	.27	.25
Dundee Juniper .....18 to 24 ins. xx	.65	.60	American Arborvitae .....18 to 24 ins. xx	.325	.30
Oregon Hollygrape ..... 8 to 10 ins. o	.06	.05	Pyramidal Arborvitae ..... 6 to 8 ins. x	.10	.09
Japanese Spurge ..... 8 to 10 ins. xx	.06	.05	Pyramidal Arborvitae .....10 to 12 ins. xx	.16	.14
Norway Spruce ..... 6 to 8 ins. xx	.08	.07	Pyramidal Arborvitae .....12 to 18 ins. xx	.35	.30
Norway Spruce .....12 to 15 ins. xx	.16	.14	Pyramidal Arborvitae .....18 to 24 ins. xx	.45	.40
Norway Spruce .....15 to 18 ins. xx	.19	.17	Pyramidal Arborvitae ..... 2 to 3 ft. xx	.55	.50
Norway Spruce .....18 to 24 ins. xx	.24	.22	Hemlock ..... 4 to 6 ins. x	.08	.07
Nest Spruce ..... 3 to 4 ins. xx	.12		Hemlock ..... 6 to 8 ins. x	.09	.08
Dwarf Alberta Spruce..... 3 to 4 ins. xx	.14	.12	Hemlock .....10 to 12 ins. xx	.24	.22
Black Hill Spruce.....10 to 12 ins. xx	.12	.10	Hemlock .....12 to 15 ins. xx	.27	.25
Black Hill Spruce.....12 to 15 ins. xx	.16	.14			

Each x indicates one transplanting. 50 of same variety and size at 100 rate, 250 at 1000 rate. The above are a few selected items from our new wholesale price list. Copy will be mailed on request.

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